


CHEMIST & DRUGGIST

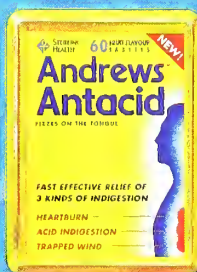
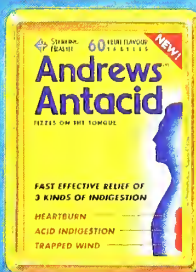
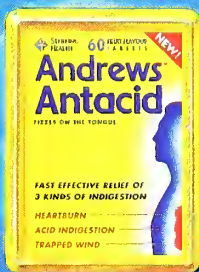
The newswweekly for pharmacy

January 1, 1994

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GPs blamed for high drugs bill

**Derby survey
shows possible
new roles**

**Community
group seeks
members**

**NI Notebook:
In praise of Tos
O'Rourke**

**GATT paves
way for patent
protection**

**Wellcome seals
W-L deal**

**First product
launches of the
New Year**

**This week's
price changes**

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11-93-4



A SPRAY A DAY CAN HELP KEEP HEADLICE AWAY

CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST & PHARMACY UPDATE

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Published Saturdays by Benn Publications Ltd, Sovereign Way, Tonbridge, Kent, TN9 1RW
 Telephone: 0732 364422
 Telex: 95132 Benton G
 Facsimile: 0732 361534

Subscriptions: Home £100 per annum. Overseas & Eire £140 per annum including postage. £2.10 per copy (postage extra).

ABC Member of the Audit Bureau of Circulations

in A United Newspapers publication

VOLUME 241 NO 5913
ISSN 0009-3033

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Pharmacists blame drugs bill on dispensing GPs

Doctor dispensing makes the NHS drugs bill higher than it should be, pharmacists told the House of Commons Health Committee on December 16.

David Sharpe, chairman of the Pharmaceutical Services Negotiating Committee, said a recent study in Lincolnshire showed that the average net ingredient cost per patient for non-dispensing practices was £48.47 compared with £54.78 in dispensing practices.

And patients of dispensing doctors received 14 per cent more items than those of non-dispensing doctors.

There were tremendous financial incentives for doctors to dispense, he told the Health Committee's inquiry into the NHS drugs budget.

Nicholas Wood, Royal Pharmaceutical Society president, said that in countries where large numbers of doctors dispensed,

there had been considerable increases in the drugs bill.

If large numbers of GPs started to dispense in the UK, many pharmacists would be driven out of business. NHS costs would rise even further because patients would consult their GPs rather than seek advice on self-medication from their local pharmacy, he said.

John Ferguson, the Society's secretary and registrar, referred to the important issue of safety. Every prescription in a pharmacy was dispensed by or under the supervision of a pharmacist, he said, whereas in a surgery the dispensing was often carried out by unqualified and unsupervised staff. Pharmacists were also in a position to intercept errors on prescriptions.

In its written submission to the Committee, the PSNC said that doctors benefitted from high-cost prescriptions whereas pharmacists did not.

Dispensing was turning out to be increasingly attractive to GPs as an additional source of income, and doctor dispensing was being extended into towns where there was already an accessible and comprehensive pharmaceutical service.

"All of this is wrong and should not be tolerated," wrote the PSNC. "It displays ill use of the specialised professional knowledge and experience of the pharmacist, the invaluable personal contact that the pharmacist has with the public and NHS patients, as well as making the health service drugs bill higher than it needs to be."

Community pharmacists could play an important part in advising GPs about the cost-effectiveness of drugs, for example, through the use of formularies and interpreting PACT data.

Mr Wood said pharmacists were being under-used in this area, and there was a case for every family health services authority to have a pharmaceutical adviser.

When asked why pharmacists did not check up on patients claiming to be exempt from charges, Mr Wood said it had never been part of the pharmacist's role to pry into patients' financial backgrounds; patients themselves accepted responsibility for being exempt when they signed the script.

In its written evidence, the Society proposed that increased prescribing of generics should be encouraged by increased collaboration between pharmacists and GPs.

When asked last week if pharmacists should have the authority to change a prescription to a generic equivalent or a cheaper brand, Mr Wood said that generic substitution was not the Society's policy but it might be reconsidered in future.

Mr Ferguson added that, given more information on therapeutic equivalence and quality, pharmacists would be sufficiently qualified to carry out substitution if it became necessary.

Ann Lewis, the Society's vice-president, said a key role for community pharmacists was reassuring GPs and the public about the quality of generics.

Welsh pharmacists get health catalogue

Health Promotion Wales has launched a catalogue of health publications and information sources for community pharmacists to help them in their role as health promoters.

Almost three years in the planning, the 1993 *Health Digest* can be used to supplement advice given to patients or to advise them of available literature. It can also be used in helping organise individual pharmacy health promotion campaigns.

The catalogue divides into 40 sections, each covering different health topics such as stoma care, adolescence, pregnancy and the heart. Within each section there is a list of relevant books, all costing less than £10, advice leaflets and details of organisations which supply posters and videos.

Some 1,500 copies have been published, using money provided by the Welsh Office. Pharmacy development officer at Health Promotion Wales, Ann Walker, says: "We will see how the *Digest* is received and assess the need for an updated version in the future."

A copy will be distributed to all community pharmacies in Wales. Other Welsh pharmacists can obtain free copies from: Dr David Temple, Director of Postgraduate Pharmaceutical Education, Welsh School of Pharmacy, UWCC, PO Box 13, Cardiff.

Further copies will cost £8.00 (including p&p). Orders should be sent to: Ann Walker, Pharmacy Development Officer, Health Promotion Wales, Ffynnon-las, Ty Glas Avenue, Llanishen, Cardiff CF4 5DZ.

Derby survey shows need for health advice role

While the majority of consumers are satisfied with community pharmacy services, there is a need for an increased role in health advice and more training of counter staff.

These were the main findings of a survey conducted by Derbyshire FHSA and compiled by a pharmacy working party. It looked specifically at patient demographic details, access and availability, use of pharmacies, provision of information and the range of services offered.

Although 70 per cent of respondents had visited a pharmacy in the last month, only 29 per cent had sought over the counter advice in the past year. Of these, 90 per cent felt that they had received the right amount of information, with only 3 per cent saying that the pharmacist was "not very good" at explanations.

The provision of health-related advice was an area for improvement in Derby, said the working party.

Some 14 per cent of those

seeking advice received it from the counter assistant but it was only rated as "fairly good" in 53 per cent of cases. More training of counter staff was also needed.

Respondents were split on whether or not they would be prepared to register with one pharmacy — 44 per cent said "yes" and 45 per cent "no".

The most popular services pharmacists which could provide were blood pressure monitoring, cholesterol testing and home delivery services.

Prescription numbers up by 4 per cent

Some 9,763 pharmacies in England dispensed 398.1 million prescriptions during 1992-93, an increase of 4 per cent on the previous year and an average of 40,764 per pharmacy, according to the Department of Health's statistical bulletin *General Pharmaceutical Services in England 1992-93*.

The number of pharmacies remained static overall, although more pharmacies closed than opened when within 500m of another pharmacy. The reverse was true of those more than 1km from the nearest pharmacy.

Some 67 per cent of pharmacies were independent, a drop of 1 per cent; 31 per cent were owned by multiples; and the remainder operated from health centres.

The number of pharmacies belonging to large chains comprised 18 per cent of pharmacies dispensing up to 1,000 scripts monthly and 56 per cent of those dispensing 8,001-9,000 scripts each month.

Regionally, the North West Thames area has the highest number of pharmacies per million population (262) and the lowest average number of scripts

per pharmacy per month (1,941).

London and the South East also dominate the number of pharmacies dispensing fewer than 1,500 items per month.

A large number (177) of pharmacies which dispense fewer than 1,000 per month are concentrated in five family health

services authorities in London.

More pharmacies are providing additional services, with 46 per cent now holding patient medication records, a rise of 6 per cent.

Nearly half of residential homes in England now receive advice from a pharmacist.



Over 30 staff from 18 pharmacies in the Sunderland area have successfully completed the Medicine Counter Assistants Programme, thanks to a free training initiative sponsored by the FHSA and LPC. The course was run by pharmacist brothers David and Paul Carter (third row, left) and assistants received their certificates from Tim Brown, FHSA chairman (centre front). According to FHSA health promotion adviser Susan Pinder: "The programme has helped staff achieve a high level of professional service which leads to increased customer satisfaction."

Community Pharmacists Group seeks members

The Royal Pharmaceutical Society is inviting pharmacists to apply for membership of the newly created Community Pharmacists Group.

The Group aims to promote the professional aspects of community pharmacy as well as representing the views of community pharmacists to the Society's Council.

The Group is to be administered by a Committee which will consist of five members of Council and seven members, who will be elected by ballot by the members of the Group. The first election will take place in February and each nomination must be made by at least five members of the Group.

The RPSGB is keen to encourage a substantial proportion of pharmacists to join to ensure that the seven elected members on the Group Committee are representative of community pharmacists.

All pharmacists registered in the UK and involved in community pharmacy can apply for membership. The first annual subscription is £10 and applications should be submitted to Roger Odd, at the Society's headquarters.

'94-95 licence fees to fall

The Medicines Control Agency has frozen overall licence fees for 1994-95 and is proposing other adjustments to the fees system.

In its proposed amendments to the Medicines (Products for Human Use — Fees) Regulations 1991 (SI 1991 no 1474), the Agency has adjusted some of the fee levels so they more accurately reflect costs. In some cases, they say, there were significant differences between the fee now charged and the actual cost.

The new proposals show a 10 per cent reduction overall in capital fees for licence applications, variations and inspections. These are made up of individual reductions of 11 to 13 per cent and increases of 3 to 19 per cent. These will be offset by a corresponding increase in the service fee (13 per cent overall) for post-licensing work, eg pharmacovigilance.

From April 1, 1994, a PL for a major application will fall from £97,500 to £84,650, and abridged licences from £17,800 to £15,500 for a complex application.

Comments to Sue Granahan, Room 2102, MCA, London SW8 5NQ, by January 31.



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Further information is available on request from: Napp Consumer Products Division, Napp Laboratories Limited, Cambridge Science Park, Milton Road, Cambridge. CB4 4GW. The NAPP device, FULL MARKS, PRIODERM and CARYLDERM are Registered Trade Marks. © Napp Laboratories Limited, 1993. Date of preparation: December, 1993.

NAPP

Warner-Lambert and Wellcome seal OTC deal

Wellcome and Warner-Lambert have signed the latest in a series of OTC agreements in an attempt to capitalise on the growing POM to P sector.

Although the agreement was first publicised in July when a letter of intent was signed, the joint venture was finalised last week. And details are now emerging of how profits will be split.

The joint venture will be known as Warner Wellcome Consumer Health Products, and will develop and market a series of over-the-counter products

from both stables. The combined businesses are expected to generate annual worldwide sales of over \$1.6 billion.

Among the first products to be marketed under the joint venture will be OTC Zovirax, Wellcome's anti-viral drug. As well as the UK, Zovirax is already on sale OTC in Germany, Finland, New Zealand, Denmark, Hong Kong and South Africa.

But the new focused OTC activity will spearhead Zovirax into other worldwide markets, including the lucrative US.

The joint venture will start life on January 3, but in the US only. Joint ventures in Europe, Canada and Australia are expected in the following months. A Wellcome spokeswoman could not say when this would be.

Warner Wellcome Europe will be headed by Allan Shaw, Warner-Lambert's consumer

products marketing vice-president.

Under the US agreement, profits will be split approximately 70:30 in favour of Warner-Lambert but this will only be after a two-year phase-in period. In the rest of the world, profits will be split approximately 50:50.

Warner-Lambert have four out of the seven members on the joint venture's governing board as well as responsibility for operating the venture on a day-to-day basis.

Once the joint venture is set up, it will then take part in a venture with Glaxo to market its POM to P candidates. These will include Zantac, the world's best selling anti-ulcer drug.

• Wellcome have signed an agreement with Vertex Pharmaceuticals to develop, manufacture and market Vertex's potential HIV drugs. Wellcome will pay up to \$42 million.

Sales orders

All orders for Smith & Nephew Pharmaceuticals and Chauvin Pharmaceuticals should be sent to Smith & Nephew Pharmaceuticals, Bampton Road, Harold Hill, Romford, Essex RM3 8SL and not as stated in last week's C&D. The direct sales order line is 0708 386663.

Sants beat target

Sants plc, the new holding company for Sants Pharmaceutical Distributors, have beaten their minimum investment target under the Business Expansion Scheme. Share certificates were due to reach subscribers by the end of December 1993.

Intercare profits up

Intercare Group plc, whose subsidiaries include the pharmaceutical distributors Impharm and Nationwide Ostomy Supplies, announced pre-tax profits up 19 per cent and sales increases of 34 per cent.

Coming event

Wednesday, January 5: Sheffield & District Branch RPSGB at The Thornbury Hospital. "AIDS — an update", speaker: Dr M McKendrick, consultant physician, Royal Hallamshire Hospital.

Galen expand

Galen Holdings, Northern Ireland pharmaceutical manufacturers, have begun a £7.3 million expansion aimed at sharpening competitiveness. The project is expected to create 116 jobs, including 90 at Craigavon, County Armagh, in their clinical trials division, and in their Galen division, which develops and manufactures prescription medicines.

GATT conclusion raises a cheer from trade groups

Conclusion of the Uruguay round of the GATT agreement has been met with a mixture of relief and enthusiasm by a number of UK trade associations.

Among them is the Chemical Industries Association, which estimates that the outcome of the seven-year talks will unleash £1 billion to the UK chemicals industry by the year 2000.

The most significant breakthrough is the intellectual property agreement, says Sean Mackle, senior international trade executive at the CIA. This is of particular importance to the pharmaceutical industry, he says, which now has another route for patent, trademark and copyright protection.

Abolition of pharmaceutical tariffs is the other major change. Presently, manufacturers must

pay a 5-10 per cent tariff when importing into EC countries, depending on the drug. But for the US, Japan and Canada, the figures are 3-10 per cent.

Now that pharmaceuticals are zero rated, manufacturers will benefit from more competitive pricing, says a spokesman for the Association of the British Pharmaceutical Industry.

In 1992, the UK exported pharmaceuticals worth almost £3bn and imported nearly £1.7bn. Of this, US exports reached £323.3 million with imports at £121m, while exports to Japan topped £162m with imports of £27.8m.

Other benefits for the drugs industry include draft agreements on anti-dumping and subsidies as well as the prohibition of distortive trade investment.

Union pension scheme in the pipeline

Part-time and low-paid shop workers can take advantage of a pension scheme which promises to be the first of its kind in Britain.

It is being put together by five of the country's largest trade unions, including Usdaw, the shopworkers' and distributors'

union. Such schemes are popular in Australia and New Zealand, says an Usdaw spokeswoman, but this move is a first in the UK.

The scheme is particularly suitable for retail staff, who often change jobs frequently, as they can transfer their pension from employer to employer.

Appointments

Dr Tom McKillop is to succeed David Friend as chief executive officer of Zeneca Pharmaceuticals from July 1, 1994. Dr McKillop is currently deputy chief executive officer and technical director. Mr Friend will be retiring from the company after 35 years' service.

John Stace joins Merieux UK as sales director.

Paul Leising takes the new position of executive vice-president and chief operating officer with Giorgio Beverly Hills.

Robinson Healthcare have appointed **Eric Collins** as plant manager, cotton wool.

Two sales managers have joined Medicare Colgate: **Philippa James-Doherty** will be responsible for Northern England, Scotland and Northern Ireland and **Len Lane** for Southern England and Ireland.



Dr William Bogie has been promoted to chief executive of Medeva after less than a year with the international pharmaceutical company. He moved from Hoechst to Medeva in April as European director, a role he will continue to perform once he starts as chief executive from January 1, 1994. Mr Bogie reports to chairman Bernard Taylor, who decided to split the top job at the company's interim results in August.

T. O'Rourke, a pharmacist

It was only recently that I realised that Tos O'Rourke had retired. But then retired is not an appropriate word; men like Tos never retire.

He is currently, it would appear, doing more work than when he had his pharmacy business, which was why I hadn't realised he was no longer a contractor. His business has moved into new hands and he is enjoying his retirement, totally involved in what he enjoys most — pharmacy politics.

I have known Tos for many years but then which pharmacist hasn't? He is my first port of call when something is wrong and seldom is he unable to deal with my problems. If he doesn't have an answer, he comes back very quickly with one.

He is our representative on the National Pharmaceutical Association and has been since I can remember. He is secretary of the Pharmaceutical Contractors Committee and appears to be the

He is my first port of call if something is wrong

brains behind negotiations with the DoH.

He is respected and liked up there and that goes considerably in our favour. He is a Council member and quite rightly a Fellow of the Society.

It seems he is a past chairman or president of everything to do with pharmacy. If it is about pharmacy, Tos O'Rourke has had more than a keen interest in it.

Tos always reminds me of a cloth-capped Labour politician; a man of the people. He knows the issues which affect contractors and he fights hard to ensure fair play for all.

To say he held strong views on the profession would be an understatement. He has a clear vision of what he believes is best for pharmacy and contractors, and has fought extremely hard on our behalf over many years. His reward for this has been nearly non-existent apart from personal satisfaction — and a man like him knows the value of that.

I write these words for two reasons. First, I feel praise should be given where it is due but, more importantly, I wish to encourage him to keep on working on our behalf.

As I have said before, difficult times are ahead and we will need people like Tos O'Rourke. Indeed, we cannot do without them.

Written by a practising Northern Ireland community pharmacist.



A counter spy in the camp?

Whereas I have an empathy for my fellow anonymous writers, I do not necessarily have to agree with them. The contribution by 'Counter Spy' in December's *Community Pharmacy* is a case in point. I do not consider that professions always have to respond to the blind logic of public demand because short-term convenience is often replaced by long-term inadequacy.

One of the greatest virtues of community pharmacy is that it is presently spread throughout the community, and not concentrated in or around large medical practices.

I can understand the convenience of one-stop medical care when the patient wishes to consult the doctor and is then given a prescription. But this induces a very narrow view of pharmacy as a profession, borne out by the blinkered attitude of rural patients who, when asked the question, "would you like a local pharmacy?", reply, "yes please, but we still want to have our prescriptions dispensed from the surgery!"

Most people would like to have their cake and eat it, but community pharmacy is an inextricable mix of dispensing and counter services. The establishment of pharmacies in

every large surgery would effectively only provide dispensing, with the currently expanding role of advice and counter prescribing being subordinated by the physical proximity of the medical surgery.

Our mentors tell us that dispensing is a mechanical process best left to technicians, with the pharmacist's rightful place now being with the patient checking, advising and counselling. I enthusiastically agree but, human nature being what it is, this transformation could not develop if pharmacies were geographically tied to every large surgery.

The public may think it knows what it wants, but I question whether the resulting service would be what it anticipated. The ideal would be a pharmacy in every surgery and on every street corner. The reality would be many dispensaries but few community pharmacies.

If that is the Utopia the public really wants, then I would prefer not to be a party to its realisation.

Support from on high

It is nice to receive the support of the Royal College of General Practitioners for the idea of the extended role of pharmacists (C&D December 18/25, p1086). But when written — apparently without pharmaceutical consultation — and submitted to the House of Commons Health Committee, I wonder whether that support could be slightly counter-productive.

The RCGP has suggested that, by encouraging prescriptions covering longer periods of time for suitable patients, the reduced fees paid to pharmacists could then be used to fund their extended role.

Might I suggest that the RCGP either asks the PSNC for intensive tuition into the way our contract works or stops

talking about matters of which it obviously has no knowledge. Its clever scheme will produce no excess money, since the Government has long since enforced an artificial baseline global sum for pharmacy services with no acknowledgement of the work actually done or the costs incurred. But it will cost me a lot more because of the increased capital required to fund my higher drug costs.

I am sure the RCGP is only trying to be helpful, but before it talks to parliamentary committees about pharmaceutical matters, it might be more productive if it asks us first!

Pagan rites for Yardley

The most frequently requested perfume this Christmas has been Pagan. Amazing really, considering that Yardley no longer make it! Part of this demand has been from customers travelling around and asking every pharmacy, but the majority has still been from genuine enquiries.

I have moaned about this problem before but make no apology for raising it again because it is the continuing consumer interest that keeps it in my mind.

I am told that the market for Pagan has always been limited to the independent sector and, without multiple support, there is little financial return to Yardley in continuing with its production. I also understand that, since they own the brand they can do with it as they wish, but it is difficult to convince my customers of the logic of this argument.

A similar situation arose last year with Procter & Gamble and Lemon Delph. Again, a product we have always sold well and one with a faithful following.

I am sure it would make very little difference to the market share of either Yardley or P&G if these brands were re-introduced. So perhaps they could offer them to a smaller company prepared to ensure their survival so that I and my customers could then continue with just a few of those old-fashioned memories retained into the future.

Topical REFLECTIONS

Supervision: no trivial pursuit for inspectors

Your report of Lord Peston's speech at the recent conference on pharmaceutical remuneration includes a quotation that: "The inspectorate appear to be obsessed with the trivia of supervision, but not much else."

Supervision checks account for a very small proportion of the inspectors' work. Checks are arranged only where there is reason to suspect that unsupervised sales are being made. The principal focus of the inspectorate's work is the provision of advice and encouragement to pharmacists, to improve the standards of premises and practice.

Lord Peston is also quoted as stating that he could not recall a single pharmacist being admonished for failure in the extended role. It is, of course, the case that it is not easy for the inspectorate to reach a formal agreement on the quality of "extended role" services provided.

But each inspector, when visiting a pharmacy, will observe practice in the pharmacy. He will often offer informal comment on good or bad practices observed, but with a view to providing positive assistance to the pharmacist in his or her efforts to provide a good service to the public.

To judge the work of inspectors by reference to admonitions issued to pharmacists is a very negative approach. It is our experience, especially last year when we undertook specific targeting of pharmacies which were below the standard that the Royal Pharmaceutical Society considered to be appropriate, that much more can be achieved by improved communication, advice and encouragement than by the "big stick" approach.

That is very much the last resort and, in my view, should remain so.

S. E. Sharpe

Director of legal services, RPSGB

Xrayser coughs up...

In response to Xrayser's column of December 11, on the subject of cough liquid planograms prepared by Warner-Lambert, I would like to make some points.

In producing tailored planograms, Warner-Lambert are not, as Xrayser suggests, trying to make their customers conform, but are responding to an identified need from many pharmacists as to what products to stock and where to display

them. The stated objective of the exercise is to enable pharmacists to get the best return from this profitable category.

While we laid out fixtures with an appropriate range of best selling products, Xrayser overlooked, unfortunately, the fact that 25 per cent of the fixture was left unmerchandised to allow for own/regional choice. Lesser known brands and newly introduced products should be displayed here.

I should also like to make clear that Warner-Lambert are not advising pharmacists *not* to stock a product which may generate goodwill, even if it is slow moving, but simply not put it on the shelf. Such a product will be asked for specifically and need not take up valuable display space.

Obviously, before any pharmacist implements the planogram, we advise that they consider their own unique customer file.

As cough category leaders, we are constantly seeking "win-win" opportunities for ourselves and our customers. This planogram project is not an attempt to impose conformity but is designed to add real value to our independent pharmacy customers at no cost to themselves.

Since October, there has been a tremendous response to this initiative. We are continuing to offer this service to any independent pharmacies who feel they can add value to their consumer offering via computerised space planning techniques

Pierre Essaye

Warner-Lambert Health Care

...and puffs up

I am responding to your recent article in *Topical Reflections* "Please don't patronise" (C&D December 11, p1044 referring to the advertisements placed in the national Press by Fisons to inform patients of the recall of existing batches of Intal Fisonair.

The advert was placed to ensure asthmatics using the product were informed about Intal Fisonair recall with the minimum of delay. Our prime objective in this action was to make sure patients took action to ensure that they obtained an alternative and so continued to be maintained on adequate anti-inflammatory therapy.

If patients were not able to contact their GP, we felt it important they be given good advice. Fisons do recognise and support the important role of the pharmacist in the care of the asthmatic patient. However, as the pharmacist would have

been unable to prescribe an alternative, it was necessary to put the emphasis on contacting the GP.

In our letter of November 29 to pharmacists we said that there would be a modified version of Intal Fisonair and we are pleased to inform you that this is now available.

Dr Ian Rubin

Medical director, UK operations, Fisons

Beware complacency

Your report on the first findings of the Government inquiry into infant death, and note that the number of cot deaths has thankfully been dropping (C&D November 27).

However, it is very important that parents do not become complacent — the guidelines for cot death risk reduction must still be followed.

Your readers can get a free leaflet on how to reduce the risk by writing to: The Foundation for the Study of Infant Deaths, 35 Belgrave Square, London SW1X 8QB. Please send an SAE.

Joyce Epstein

Secretary general, Foundation for the Study of Infant Deaths

Satellite dispensing

Perhaps I will be considered cynical and uncharitable if I express my suspicion that one motive for large multiple chemists to indulge in "satellite dispensing" (transfer of FP10s from non-contract holding to contract holding branches) is to enable the contract holding branch to claim full payment of the professional allowance of £500 per month by exceeding the target figure of 1,500 dispensed items.

Could the Department of Health be persuaded that this perverse manoeuvre is clearly against the spirit of its imposed settlement, and that the consequent payment of resulting fees be disallowed and withheld?

H. Jolley

Newton-le-Willows

Life goes on during Christmas and into the New Year

Isn't it nice to know how caring our family health services authorities have become — closed one afternoon during Christmas week.

I wonder, was it a Christmas party in office hours, then off early Christmas Eve to get ready for Christmas — never mind the doctors and pharmacists that were still working, and woe betide us if we had closed early. Hopefully our cheque notifications will be out early so that if we have any queries they can be dealt with!

But wait! Our FHSA is closed until January 4 and to think last year, because Boxing Day fell on a Saturday so it wasn't a "proper" bank holiday, they had the cheek to say we had to get permission to close.

Come off it, FHSAs! You work for the public too and life does not stop from Christmas Eve until after New Year. At least you should have a rota system for your staff so that problems can be dealt with when needed, not ten days later!

Gail A Brown

Rossett, Clwyd

Join us, don't beat us, says doubting Thomas

I remember well over 16 years ago that I felt the same frustrations and expressed similar views to Adrian Korsner about our leaders.

I then realised that if you cannot beat them, you have to join them, and beaver away from the inside for better results! At my second attempt, I replaced a longstanding National Pharmaceutical Association Board member, and for the past 13 years have given at least two days every week on pharmaceutical political business.

The NPA Board is resolute in its continuing commitment to independent community pharmacy, and has sufficient confidence to represent the "wobblers" who do not realise the vast amount of time and effort put in by the full-time employees and the politically elected representatives.

Having served on both Committees, I know that there are at least three other cliques at the Pharmaceutical Services Negotiating Committee. The only reason that the fickle finger of fate has been pointed at the five NPA representatives is that they are the only ones who have the presence to be identified.

If Adrian thinks that the PSNC and the NPA are not doing their job, let him present himself to both electorates. If he is elected he can then enjoy the brickbats and frustrations of politics.

David Thomas

Wolverhampton

Do IUDs/spermicides increase HIV risk?

Intra-uterine devices (IUDs), and possibly spermicides in high doses, might actually increase the risk of human immunodeficiency virus (HIV) transmission to women, concludes a report in the latest *Drug and Therapeutics Bulletin*.

The report suggests that the proper use of a good quality condom offers the best strategy for preventing the transmission of HIV.

It is not yet known how the virus enters the body via the female genital tract. But the authors of the report say entry is probably more likely to occur if the vaginal or cervical epithelium have sustained damage, either physical or chemical, in cases of genital tract infection or immunological compromise. Vaginal bleeding may also increase HIV transmission.

According to the report, most cases of condom failure can be attributed to incorrect use rather than poor condom quality or factors such as slipping off before withdrawal or splitting

because the condom is too small.

The female condom is manufactured from polyurethane which has proved impermeable to HIV in laboratory tests. Its efficacy in practice is not known.

Although some studies investigating HIV transmission and the use of IUDs found the risk of transmission was three times higher in women using IUDs, others found no increased risk.

Prolonged or irregular menstrual bleeding or pelvic inflammatory disease (PID) may increase the risk of HIV transmission. Insertion of an IUD has been linked to an increased risk of PID.

Studies of the effect of oral contraception on HIV transmission have produced conflicting results, with some suggesting a protective effect and others finding the risk is doubled or trebled.

The Pill almost doubles the risk of chlamydial infection and the presence of this infection in the genital tract could facilitate HIV infection.

High level of co-existing asthma and rhinitis

Almost nine in ten asthmatics (88 per cent) in Norfolk were found to suffer from rhinitis in a study examining the coincidence of these conditions. The incidence of asthma among rhinitis taking part in the study was as high as 50 per cent.

The study, carried out by an allergy nurse practitioner, retrospectively analysed the records of 1,000 patients referred for allergy assessment from 50 surgeries over a period of six years (1987-1993).

The highest prevalence of asthma and rhinitis or both was found to occur in boys (0-12 years), young women (21-30 years) and menopausal women (41-50 years), with the onset of either condition generally occurring in childhood.

In most cases, the onset of rhinitis preceded asthma and many patients went on to develop asthma within two years from the onset of rhinitis. The peaks in seasonal rhinitis and seasonal asthma were similar.

Patients with both conditions may be prescribed inhaled and intranasal steroids. When used separately, inhaled and intranasal steroids have limited potential for systemic side-effects. But used concomitantly, the total steroid load and the potential for systemic side-effects should be considered.

The author highlighted the need for intranasal and inhaled steroids which have high topical anti-inflammatory activity combined with negligible systemic activity.

The study was sponsored by Allen & Hanburys.

Bulletin calls for Roxiam withdrawal

The Consumers Association has called for the withdrawal of the anti-psychotic remoxipride (Roxiam) in the latest *Drug and Therapeutics Bulletin*.

"The cases of aplastic anaemia, and the need for repeated blood monitoring as a result, mean that the marketing of remoxipride is no longer justified," says Dr Joe Collier, editor of the *Bulletin*.

Astra say the article contains a number of inaccuracies and they will be contacting the *Bulletin* directly to ask for corrections.

The review of risperidone (Risperdal) and remoxipride also concluded that risperidone is no more effective than other anti-psychotic drugs but probably caused fewer extrapyramidal effects. But it is considerably more expensive than other anti-psychotics.

Script Specials

Drug Tariff changes

PSNC says that, due to national shortages, the following Drug Tariff Part VIII generics will be changed to Category D for December prescriptions: tab carbamazepine BP 100mg; tab carbamazepine BP 200mg; and tab phenytoin 100mg. Pharmacy contractors should endorse prescriptions with manufacturer/brand and pack size. As there is no exact equivalent of phenytoin tablets 100mg, Epanutin capsules will be accepted by the PPA if the prescriber's permission has been sought. It should be indicated on the prescription that approval has been given to supply the alternative.

Relaxit 12 x 5ml

Pharmacia advise that, once present stocks are used, Relaxit 12 x 5ml will no longer be available. Relaxit 100 x 5ml and 4 x 5ml will continue to be available. **Pharmacia Ltd. Tel: 0908 661101.**

Galen extensions

Lactugal (500ml, £3.20) and Manevac (400, £5.53) are two line extensions from Galen which will be available from January 1. **Galen Ltd. Tel: 0762 334974.**

Lagap ketoprofen

Lagap have introduced ketoprofen 200mg controlled release capsules in a calendar pack presentation (28, £16.35). **Lagap Pharmaceuticals Ltd. Tel: 0420 478301.**

Pulmocare 500ml

Abbott Laboratories are introducing a 500ml presentation of the product Pulmocare within

the Ensure range of medical nutritional. The basic NHS price for 12 x 500ml bottles is £54.72. **Abbott Laboratories Ltd. Tel: 0795 580099.**

Epimaz tablets

Epimaz (carbamazepine BP) tablets are new additions to the range of products from Norton Healthcare. The tablets are available in three strengths: 100mg (100, £2.92; 500, £14.58); 200mg (100, £5.38; 500, £26.91), and 400mg (100, £11.71). **H. N. Norton & Co Ltd. Tel: 0279 426666.**

Lipomed products

Lipoflavonoid capsules and Lipotriad capsules, produced by Lipomed Ltd, will now be distributed by **Lewis Laboratories, PO Box 1804, Buckingham MK18 2LG. Tel: 0296 712151.**

Lasipressin tablets

Hoechst are discontinuing Lasipressin (frusemide 20mg and penbutol sulphate 40mg) tablets (30) in the UK. **Hoechst UK Ltd. Tel: 081-570 7712.**

Bayer prices

Bayer are adjusting the prices of a number of their products, with effect from January 1, to meet the new terms for the Pharmaceutical Price Regulation Scheme. **Bayer Plc. Tel: 0635 563393.**

Alcobon tablets

Roche say demand for Alcobon tablets has recently outstripped supply and the company will not have supplies of the product until the beginning of February. Alcobon for infusion is available. **Roche Ltd. Tel: 0707 366000.**

5-HT may be key to cholera

A substance suspected of playing a part in cholera may hold the key to the fluid loss which typifies the infection.

Studies by a team at St Bartholomew's Hospital indicate that the toxin produced by the bacterium in cholera may cause the release of 5-hydroxytryptamine (5-HT), which can produce intestinal secretion.

If this is the case, drugs which

inhibit the action of 5-HT in the gut can be used in the treatment of cholera.

Professor Michael Farthing, professor of gastroenterology at St Bartholomew's, who heads the research team, says: "Preliminary experiments indicate that these agents can reverse the secretory process and promote absorption of water and salts."

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FINANCE AND RE-FINANCE SOLUTIONS

Counterpoints

Neutrogena address spot prone skin



Neutrogena are entering the medical skincare arena with the launch of a range of hypo-allergenic products for combination and spot prone skin.

Aimed at women aged 16-24 who want a more "mature" medicated skincare product, the range has been developed in consultation with leading acne expert Dr Tony Chu. In research for the range, consumers said they wanted a caring skincare range rather than just spot treatment.

The range of four products combines cleansing with gentle treatment to help prevent the development of spots. The products may be used in conjunction with further topical treatments as they will leave no residue, says group product manager Neil Dickenson.

The range includes:

- Facial Cleansing Bar (100g, £2.25), a mild, fragrance-free soap-based formulation which will replace the current variant for oily skin.

- Facial Wash (100ml, £3.95) is a liquid cleanser which will clean skin thoroughly without drying it.

- Medicated Cleansing Tonic (125ml, £3.95) is a deep-cleansing, alcohol-free formulation which will help prevent spots, say Neutrogena. It contains benzethonium chloride 0.14 per cent, menthol, peppermint, rosemary oil and witch hazel. It should be used after the Cleansing Bar or Facial Wash.

- Invisible Treatment Stick (4g, £3.95) is a clear, solid formulation containing 0.15 per cent triclosan. It should be applied to affected areas throughout the day and

can be used over or under make-up.

Support for the launch totals £700,000 and includes a Press campaign, consumer sampling and a schools poster campaign. The range is being sponsored by the Acne Support Group. For retailers there will be point-of-sale material, special offer packs and promotions. Dermatologists, GPs and practice nurses will be sent information packs.

The medicated skincare market is worth £25 million and growing at 7 per cent a year. It is currently dominated by Procter & Gamble's Clearasil and Biotol and Smithkline Beecham's Oxy products. Neutrogena are anticipating a 5 per cent market share of the medicated market in the first year. **Neutrogena (UK). Tel: 0494 474787.**

Oil of Ulay adopts premium benefits

Oil of Ulay steps up its move to offer premium benefits to mass market consumers with two special action products. The range has been restructured, splitting it into Special Care for intensive action products and Essential Care for the rest of the range.

New to the Special Care range is New Skin Discovery, containing a hydroxy acid compound to increase cell renewal. It claims to improve skin texture and colour as well as reduce the appearance

of lines and wrinkles. It retails at £7.99 (50ml).

Also new is Intensive Nourishing Cream (£5.99 50ml), designed for dry and sensitive skin. The cream will provide moisturisation for up to 12 hours, according to the company.

Other products in the Special Care line include Anti-UV Moisture Complex and Eye Contour Gel. All products in the range are marked with a black rim on the top of the pack. **Procter & Gamble. Tel: 0784 434422.**



Slim-Fast shake-up TV

Slim-Fast is back on television this month with a new advertising campaign, worth £1.2 million during January alone.

The three commercials coincide with redesigned packaging, which now complies with European Community nutritional guidelines, and re-formulation of Slim-Fast shakes. The shakes are now said to have a "richer, creamier

improved taste".

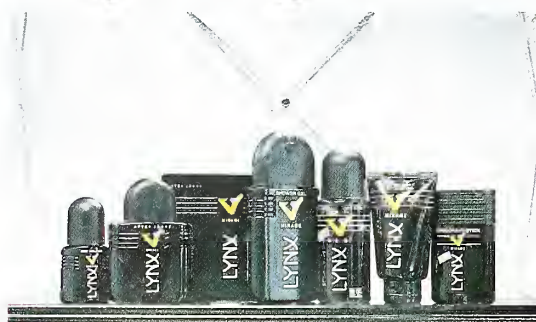
Manufacturers Sun Nutritional also plan to extend the shakes range with two new "indulgent" variants at the end of February, with further product development in the pipeline throughout the year.

Pharmacists stand to benefit with a heavyweight independent pharmacy promotion running in the Spring. **Sun Nutritional. Tel: 0753 583737.**

Colourants insert

Numark have added a hair colourants planogram to their A-Z manual features, which selects the best selling colours within each brand.

Numark say that independent pharmacies account for £13 million out of a total market worth over £80m. **Numark. Tel: 0827 69269.**



Mirage is the Lynx fragrance launch for 1994. Described as fresh, crisp and fruity, with aromatic and spicy notes, Mirage will be supported with television advertising. **Elida Gibbs. Tel: 071-486 1200**

Skincare sampling

Pharmacy customers can sample Neutrogena Norwegian Formula Hand Cream for themselves during January and February.

A special counter unit has been designed to incorporate a pump which dispenses hand cream.

Neutrogena plan to continue the sampling programme during the year with hair and facial care products. **Neutrogena (UK) Ltd. Tel: 0494 474787.**

More products for less from Piz Buin

Piz Buin has been extended for the 1994 season with the addition of five products and with prices cut across the range by 10 per cent.

The new products include Piz Buin SPF15 Sensitive (200ml £8.25); SPF10/6 Combi (300ml £9.50); SPF10 lotion (200ml £7.95); SPF4 lotion (400ml £11); Aftersun Anti-Mosquito Lotion (200ml £6.95), as well as a cooling lotion and mosquito repellent, all in one.

All products will feature the "triple protection" claim introduced to the range last year. New products will be supported by a £1 million poster and PR campaign.



The price reduction of 10 per cent is effective from January 1. Margins for retailers will remain

unchanged, says the company. **Zyma Healthcare. Tel: 0306 742800.**

Spring gifts at Bronnley

Bronnley are looking ahead for the early in the new year with a range of seasonal gifts for Valentine's Day, Mother's Day and Easter.

Vantage hands-on

The Vantage product range has been updated with the addition of two moisturising hand washes to the range.

Retailing at £0.99 each (350ml), the wash comes in either Aloe Vera or Evening Primrose variants.

The Family Health range has also been extended with the launch of Wart Solvent (5ml £1.50) and Cold Sore ointment (3.5g £1.50). A new order form has been devised for the range. **AAH Pharmaceuticals. Tel: 0928 717070.**

Victorian design tins are available, holding a variety of products from the Pink Bouquet fragrance. Each contains a lace handkerchief. A round tin (£5.95) holds soap, bath foam, hand & body lotion; an oval tin (£4.50) holds bath soap; a cylindrical tin holds Victorian soap and foam bath; an oblong tin (£3.50) contains two Victorian soaps.

For Easter there is a duck-shaped basket holding an egg-shaped soap in Pink Bouquet fragrance (£2.25).

A special offer on the English Fern variant includes a free full-size hand cream or hand and body lotion on purchase of other toiletries in the range. The talc has been reduced in price to £2.65 from £3.45 for a limited period. **Bronnley. Tel: 0280 702291.**

Nicorette New Year push

Nicorette patch and gum are being promoted in the season of New Year's resolutions with a television and Press campaign.

The campaign breaks in the New Year and is described by manufacturers Pharmacia as "truly different". **Pharmacia. Tel: 0908 661101.**

Kiss and tell with Chap Stick

Win a kiss across the Atlantic is a competition being run by Whitehall to promote their new Chap Stick Medicated variant.

By completing and returning an entry form with a proof of purchase, consumers can win a trip to New York.

The competition will be supported by radio advertising and PoS material, including a Chap Stick "tower" unit and window stickers.

In addition, four pharmacists have the chance to win a weekend in Paris. **Whitehall Labs. Tel: 0628 669011.**

Tisserand addition

Tisserand are launching a nourishing hand cream this month which moisturises and conditions hand and nails using essential oils.

The cream contains rose oil, neroli, jojoba, kukui and cabreuva essential oils and retails at £3.40 for 75ml.

Tisserand are offering to consumers in February a free tea chest which can hold four bottles, when they buy four essential oils from the range. The tea chests will be distributed to retailers during January. **Aromatherapy Products. Tel: 0273 325666.**

Cussons launch anti-bacterial soap

Carex, the UK's first anti-bacterial moisturising hand wash is launched by Cussons this month, following a successful test market in East Anglia.

Carex contains an anti-bacterial agent which kills germs and strong odours such as fish, onions and bleach. It also contains moisturisers to protect against dry skin.

It comes in a 250ml

pump dispenser, retails at £1.45 and is available in outers of six.

A four week introductory offer (RSP £1.19) is followed by a five million sample drop in June. A £1.3 million television campaign begins in March.

Special counter display units are available for pharmacies. **Cussons. Tel: 061-792 6111.**



Polish up nail sales

Mavala are offering customers and sales staff incentives to buy and sell their nail products.

When customers buy any two Mavala treatment products they will receive a free cosmetic pouch.

For each pouch they give away, sales staff can enter a draw for a weekend for two in Geneva. There

are four prizes of CD players and runners up prizes of a Mavala pouch filled with hand and nailcare products.

Participating retailers are eligible for a lottery. Ten names will be drawn and each will receive a 50 per cent rebate on the promotional order. **Mavala. Tel: 0732 459412.**

On TV Next Week

CTV Grampian	C4 Channel 4	STV Scotland (central)
B Border	U Ulster	Y Yorkshire
BSkyB British Sky	G Granada	HTV Wales & West
Broadcasting	A Anglia	M Meridian
C Central	CAR Carlton	TT Tyne Tees
CTV Channel Islands	GMTV Breakfast	W Westcountry
LWT London Weekend	Television	

Actifed:	CAR, G
Andrews Antacid:	All areas except CTV, TTV
Beechams:	All areas
Benylin:	All areas
Contact:	All areas
Duracell:	All areas
Ibuleve:	A, C, U
Imperial Leather:	All areas
Lemsip Flu Strength:	C4, LWT, CAR, M
Mentadent Night Action:	All areas except U, LWT
Nicotinell patch:	All areas
Nurofen:	All areas
Panadol Ultra:	All areas except U
Sensodyne:	All areas except CTV, CAR, GMTV
Tixylix:	All areas
Veno's:	All areas

CHEMIST & DRUGGIST

PRICE SERVICE



This Supplement updates the latest Chemist & Druggist monthly Price List. It provides a cumulative list of amendments and previous Supplements should therefore be discarded.

Trade prices are per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate price is subject to retail price maintenance. Italic figure (0.14) is the manufacturers recommended price. Light upright (0.14) is a suggested guide. a = price advanced, r = price reduced, • = new entry, d = deleted, c = change or correction, i = insert. **Three simple rules for price checking. 1. Look under 'This Week's changes'. If price is not listed. 2. Check cumulative section. If price is not listed. 3. Refer to the last main price list. Price is latest notified.**

This week's changes to the January Price List.

		PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail				
ADALAT (Bayer Pharms)						soothers	2	049-2777	1.520	S	2.69	a			
capsules						BABY BIO (Pan Britannica)									
10mg	100	033-7741	9.000	S	15.86	POM	r	22	203-8222	12.940(24)	S	0.95	•		
5mg	100	036-5940	7.080	S	12.48	POM	r		003-0460	25.880(48)	S	0.95	a		
ADALAT LA (Bayer Pharms)						flowerlite	medium	030-2562	14.810(18)	S	1.45	a			
tablets						flydown	50ml	042-0133	14.300(18)	S	1.40	a			
30mg	28	082-6685	10.360	S	18.26	POM	r		house plant						
ADALAT RETARD (Bayer Pharms)						foliar feed	500ml	203-8230	20.090(12)	S	2.95	•			
tablets						leaf gloss	200ml	016-0069	20.090(12)	S	2.95	a			
10mg	56	006-1523	8.660	S	15.26	POM	a		leaf wipes	80 wipes	20.090(12)	S	2.95	•	
ALBERTO (Alberto-Culver)						leafshine	flask	003-0700	18.380(24)	S	1.35	a			
Salon Formula						mister	1pint	027-9265	17.360(12)	S	2.55	•			
hairspray	450ml	027-8101		S	2.09	d		bottle	027-9273	11.740(18)	S	1.15	a		
Salon Formula						spraydex									
curl pump	300ml	027-8374		S	1.99	r		500ml	203-8248	22.130(12)	S	3.25	•		
gel spray	300ml	027-8317		S	1.99	r									
hairspray	500ml	203-7778		S	1.99	•									
pump	300ml	027-8275		S	1.99	r		100g	203-8453	10.860(12)	S	1.81	•		
mouse	400ml	027-8184		S	1.99	r									
ALBUMAID (Scientific Hospital Supplies)						children's soothing									
XP						cream	50ml	203-8438	20.260(12)	S	2.69	•			
special diet food	200g	005-3827	20.870	S	BS	a		100ml	203-8461	57.720(24)	S	7.68	•		
concentrate	200g	007-0201	36.540	S	BS	a									
ANALOG (Scientific Hospital Supplies)						herbal hand cream									
MSUD						hint of a mint	10ml	203-8420	21.680(24)	S	1.11	•			
special diet food	400g	023-2024	20.780	S	BS	a		10ml	203-8446	23.760(24)	S	1.59	•		
RVHB						soothing eye gel									
special diet food	400g	023-6182	20.780	S	BS	a									
XLys						BIACTOL (Procter & Gamble(H & B Care))									
special diet food	400g	004-3208	20.780	S	BS	a									
XMet,Thre,Val,Isoleu						anti bacterial face wash	75ml	046-1251	50.210(12)	S	GSLSL	a			
special diet food	400g	023-6364	20.780	S	BS	a		75ml	038-3737	49.450(12)	S	SL	a		
XPhen,Tyr						regular									
special diet food	400g	023-6265	20.780	S	BS	a									
AQUA-VITE (Bio-Health)						sensitive skin									
Effective January 01						hexyl	small	001-9562	15.320(18)	S	1.50	d			
super kelp/multivitamin						medium	001-9570	33.190(18)	S	3.25	d				
capsules	60	010-8530	22.880(10)	S	4.04	a		100ml	040-1273	25.020(18)	S	2.45	d		
ARM & HAMMER (Chemist Brokers)						lawn weed killer	200ml	040-1281	26.210(12)	S	3.85	d			
baking soda toothpaste	50ml		9.640(12)	S	1.18	c		400ml	048-4642	43.230(12)	S	6.35	d		
cool mint 203-2183, freshmint 203-2191	100ml		18.140(12)	S	2.22	c		1ltr	048-4709	9.700(6)	S	2.85	d		
cool mint 203-2167, freshmint 203-2175						c		500ml	048-4691	12.260(12)	S	1.80	d		
ASSURA (Coloplast)						toprose									
one piece drainable bags*						fertilizer	56lb	037-8877	17.360	S	30.60	d			
maxi clear	2490	087-8157	66.150(30)	S		c									
maxi clear	2450	087-8165	66.150(30)	S		c		1.5ltr	042-9134	24.060(8)	S	5.30	d		
maxi opaque	2440	087-8173	66.150(30)	S		c		No.1	023-7131	13.280(18)	S	1.30	a		
mini opaque	2400	087-8777	62.430(30)	S		c		No.2	030-1820	14.300(12)	S	2.10	a		
two piece drainable bags*						c									
maxi clear						c									
size 40	2794	087-8108	39.000(30)	S		c		small	001-7269	24.000(18)	S	2.35	a		
size 50	2795	087-8082	39.000(30)	S		c		medium	001-7277	22.470(12)	S	3.30	a		
size 60	2796	087-7910	39.000(30)	S		c		40g	203-8347	176.340(24)	S	12.95	•		
maxi clear						c									
size 40	2754	087-6797	39.000(30)	S		c			003-3803	20.940(18)	S	2.05	a		
size 50	2755	087-6805	39.000(30)	S		c			203-8354	30.300(12)	S	4.45	•		
size 60	2756	087-6821	39.000(30)	S		c			028-1030	17.700(12)	S	2.60	a		
maxi opaque						c			chestnut compound						
size 40	2744	087-6383	39.000(30)	S		c			chlorophos	No.1	035-6048	25.020(18)	S	2.45	a
size 50	2745	087-6367	39.000(30)	S		c			No.2	035-6170	22.640(6)	S	6.65	a	
size 60	2746	087-6300	39.000(30)	S		c			No.1	203-8263	13.620(12)	S	2.00	•	
mini opaque						c			composter	042-9241	41.530(12)	S	6.10	a	
size 40	2744	087-6383	39.000(30)	S		c			coolglass	042-9233	22.470(18)	S	2.20	a	
size 50	2745	087-6367	39.000(30)	S		c			crop saver	091-1974	26.550(18)	S	2.60	a	
size 60	2746	087-6300	39.000(30)	S		c			200ml	028-1113	28.940(12)	S	4.25	a	
mini opaque						c									
size 40	2704	087-6425	39.000(30)	S		c			dithane 945	small	001-9547	16.340(18)	S	1.60	a
size 50	2705	087-6482	39.000(30)	S		c			medium	001-9554	23.150(12)	S	3.40	a	
(* Only available in Northern Ireland)						i			100ml	015-9947	25.530(18)	S	2.50	a	
AURATEK HCG (Organon Teknika)						filip									
tests	30	047-0880	76.000	S		a									
AVENT (Cannon Babysafe)						foliar feed	1ltr	028-1253	17.530(6)	S	5.15	a			
Effective January 01						greenhouse fly catcher	7 panel pack	032-1943	42.550(20)	S	3.75	i			
bottle brush		083-9340	1.350	S	2.39	a		1ltr	091-2089	31.060(5)	S	10.95	a		
breast shells	2	018-4481	2.370	S	4.19	a			250ml	091-1982	22.700(10)	S	4.00	a	
nipple shields	2	032-3543	1.690	S	2.99	a			500ml	091-2030	35.740(10)	S	6.30	a	
sealable straw cup	260ml	089-4238	1.690	S	2.99	a			500ml	091-2097	19.290(10)	S	3.40	a	
soft spout trainer	4oz/125ml	024-9755	1.690	S	2.99	a			200ml	035-6436	26.550(12)	S	3.90	a	
soothers	2	049-2587	1.300	S	2.29	a			No.1	003-0643	10.550(12)	S	1.55	i	
						a			No.2	003-0650	13.390(12)	S	2.95	i	
						a			200ml	028-9355	24.260(15)	S	2.85	a	

PIP code Trade VAT Retail					PIP code Trade VAT Retail						
lawn tonic	1000sq ft	003-0692	14 300(8)	S 3 15	a	plant food	1kg	032-3097	15,320(12)	S 2 25	d
liquid club	4000sq ft	048-8536	20 090(4)	S 8 85	a		3kg	032-3261	19,970(8)	S 4 40	d
root control							6kg	032-3592	17,700(4)	S 7 80	d
sachets	4	091-2113	25,190(12)	S 3 70	a	tomato food	250ml	016-0655	14,300(18)	S 1 40	d
liquid derris	1000ml	028-1139	14,810(18)	S 1 45	a		500ml	016-0697	15,660(12)	S 2 30	d
liquid lawn tonic	2000ml	028-1154	15,320(12)	S 2 25	a	universal compost	No 1	032-4152	15,320(18)	S 1 50	d
long-last		203-8271	14,300(12)	S 4 20	*		No 2	032-4178	16,570(8)	S 3 65	d
foliar insecticide	100ml	029-6681	25,020(18)	S 2 45	a		No 3	032-4285	12,940(4)	S 5 70	d
	200ml	048-4667	24,850(12)	S 3 65	a	BIO-CAPS (Bio-Health)	No 4	016-0879	4,940	S 8 70	d
malathion greenfly killer	100ml	038-0592	22,980(18)	S 2 25	a	Effective January 01					
moss killer	1ltr	048-4659	37,790(6)	S 11 10	a	multivitamin mineral					
	125ml	091-2121	26,040(18)	S 2 55	a	capsules one-a-day	60	010-8233	28,240(10)	S 4 98	a
	250ml	091-2139	28,260(12)	S 4 15	a	junior capsules					
	500ml	091-2154	46,640(12)	S 6 85	a	for children	60	009-0001	18,040(10)	S 3 18	a
multitrose	big pack	004-8793	39,150(12)	S 5 75	a	BIO-HEALTH (Bio-Health)					
	small pack	001-0983	20,430(18)	S 2 00	a	Effective January 01					
multitonic	small pack	027-3359	32,170(18)	S 3 15	a	extra B complex capsules					
oil patch cleaner	1ltr	016-0150	13,450(6)	S 3 95	a	low potency yeast free	60	027-9760	18,540(10)	S 3 27	d
path & drive						bio E					
weedkiller						200	60	019-5586	30,000(10)	S 5 29	a
sachets	4	091-2170	36,770(18)	S 3 60	a	400	30	019-5602	24,400(10)	S 4 30	a
	8	203-8289	45,960(12)	S 6 75	*	bioflavonoid C 500					
	16	203-8297	42,550(6)	S 12 50	*	vitamin C with rose hip	60	009-0142	26,540(10)	S 4 68 BS	a
path & patio cleaner	1ltr	016-0390	10,210(6)	S 3 00	a	buffered C					
	2ltr	016-0499	18,720(6)	S 5 50	a	capsules					
	4ltr	016-0515	20,310(4)	S 8 95	a	500mg	60	010-8381	25,400(10)	S 4 48 SL	a
pepper dust	No.1	006-9179	12,770(18)	S 1 25	a	500mg	240	028-0255	44,900(5)	S 15 83 SL	a
	No.2	007-8923	17,700(12)	S 2 60	a	buffered vitamin C					
plant food	1ltr	003-0577	14,130(6)	S 4 15	a	powder	150g	099-4830	27,580(5)	S 9 73	a
	250ml	003-0551	14,810(18)	S 1 45	a	echinacea root					
	500ml	003-0569	16,340(12)	S 2 40	a	capsules					
	2.5ltr	008-1307	28,260(6)	S 8 30	a	400mg	60	099-4848	30,900(10)	S 5 45	a
racumin						extra calcium capsules	60	012-1350	21,440(10)	S 3 78 SL	a
mouse bait	8oz	049-8519	20,430(18)	S 2 00	a	extra iron capsules	60	040-1109	18,040(10)	S 3 18	a
rat bait	20oz	049-8501	23,150(12)	S 3 40	a	extra magnesium capsules					
slug gard						100mg	60	019-5735	19,740(10)	S 3 48	a
slug killer	No.2	042-9258	32,680(18)	S 3 20	a	leverfew leaves					
slug mini-pellets	No.2	028-1212	15,320(18)	S 1 50	a	100mg	60	019-5628	18,300(10)	S 3 23	a
	No.3	028-1220	16,680(12)	S 2 45	a	folix acid					
	No.4	028-1238	11,910(6)	S 3 50	a	plus B complex capsules	60	203-7232	18,540(10)	S 3 27	*
	No.5	048-4717	14,130(6)	S 4 15	a	garlic low odour					
speedweed	3ltr	091-2576	35,180(4)	S 15 50	a	capsules					
	500ml	091-2568	24,850(12)	S 3 65	a	250mg	60	027-4670	17,960(10)	S 3 17	a
refill	3ltr	091-2600	28,370(4)	S 12 50	a	personal mineral profile	60	012-1517	19,740(10)	S 3 48	a
sprayday	100ml	091-2634	26,550(18)	S 2 60	a	rutin capsules					
	200ml	027-9299	28,940(12)	S 4 25	a	60mg	60	019-5693	18,140(10)	S 3 20	r
spraydex						super korean ginseng					
general purpose fungicide	1ltr	203-8370	15,150(6)	S 4 45	*	capsules					
	500ml	203-8362	21,790(12)	S 3 20	*	500mg	30	027-4720	25,160(10)	S 4 44	a
greenfly killer	1ltr	203-8396	15,150(6)	S 4 45	*	vitamin B complex					
	500ml	203-8388	21,790(12)	S 3 20	*	high potency capsules					
insect killer	500ml	203-8305	21,790(12)	S 3 20	*	yeast free	60	002-8019	30,500(10)	S 5 38	a
lawn spot weeder	1ltr	203-8412	15,150(6)	S 4 45	*	vitamin B forte					
	500ml	203-8404	21,790(12)	S 3 20	*	capsules	60	010-8316	31,860(10)	S 5 62	a
strike	30g	091-2642	13,050(20)	S 1 15	*	vitamin B6 high potency					
superbloom	1ltr	203-8321	14,810(12)	S 4 35	*	capsules	60	010-8423	20,300(10)	S 3 58	a
	500ml	203-8313	17,700(12)	S 2 60	*	vitamin C					
supercarb						powder	200g	099-4822	27,000(5)	S 9 53	a
systemic fungicide	small pack	020-3109	20,430(18)	S 2 00	a	zinc plus formula	60	030-8817	19,500(10)	S 3 44	a
supergreen & weed	handy pack	091-2659	32,340(15)	S 3 80	a	BIOGLAN (Bioglan)					
	standard pack	091-2683	38,010(10)	S 6 70	a	tablets					
supergreen leed, weed						ellervescet	500	203-7240	62,400(6)	S P	*
& mosskiller	handy pack	091-2717	43,400(15)	S 5 10	a	BUCHANAN (Kaptex Healthcare)					
supertox	1ltr	091-2899	24,960(5)	S 8 80	a	laryngectomy					
	250ml	091-2758	15,890(10)	S 2 80	a	protector	small	045-9313	26,000(10)	S	a
	500ml	091-2816	27,800(10)	S 4 90	a		standard	013-0021	27,600(10)	S	a
supertox spot	500ml	091-2907	21,790(12)	S 3 20	a	BURNEZE (Seton Healthcare)					
systhane						aerosol for burns	20g	039-1250	17,160(12)	S 2 40 P	a
rose fungicide	big pack	037-9099	40,510(12)	S 5 95	a	75g	031-8790	12,480(6)	S 3 49 P	a	
	small pack	037-9032	23,490(18)	S 2 30	a	CALOGEN (Scientific Hospital Supplies)					
tomato food	1ltr	048-8551	14,130(6)	S 4 15	a	dietary supplement	1ltr	032-9417	11,490	Z BS	a
	250ml	038-0527	14,810(18)	S 1 45	a		250ml	003-9016	19,080(6)	Z BS	a
	500ml	038-0535	16,340(12)	S 2 40	a	CALYPSO (Lanco Impex Ltd)					
	2.5ltr	008-1349	28,260(6)	S 8 30	a	altersun lotion	200ml	020-3620		S 3 99	a
toplawn						rich sun oil					
autumn & winter	30 sq m	091-2527	16,570(8)	S 3 65	a	SPE2	200ml	020-4057		S 3 99	a
	60 sq m	091-2550	15,320(4)	S 6 75	a	sun milk					
	200 sq m	203-8339	11,320	S 19 95	*	SPE15	200ml	020-4313		S 3 99	a
lawn treatment						SPE2	200ml	022-0152		S 3 99	a
for sq ft.	150	029-0023	16,000(12)	S 2 35	a	SPE4	200ml	022-0186		S 3 99	a
	300	029-0031	17,480(8)	S 3 85	a	SPE6	200ml	022-0236		S 3 99	a
	600	029-0049	15,090(4)	S 6 65	a	SPE8	200ml	022-0400		S 3 99	a
	1200	029-0064	14,520(2)	S 12 80	a	CANESTEN (Bayer Pharms)					
	3600	037-8844	16,990	S 29 95	a	atomiser spray	40ml	010-4117	4,990	S 8 79 P	r
toprose						cream 1%	20g	034-9175	1,770	S 3 75 P	r
fertilizer	7lb	029-0106	21,110(8)	S 4 65	a		50g	003-5105	4,150	S 9 00 P	r
	14lb	029-0114	20,310(4)	S 8 95	a	duo pack					
	28lb	035-7186	19,230(2)	S 16 95	a	powder	30g	015-3031	1,520	S 2 68 P	r
	251/2lb	029-0098	16,340(12)	S 2 40	a	solution	20ml	011-9222	2,320	S 4 09 P	r
total weedkiller						vaginal cream 2%	35g	034-7625	5,090	S 8 97 POM	r
granules	200g	091-2956	29,500(20)	S 2 60	a	vaginal tablets					
	600g	091-2964	29,220(10)	S 5 15	a	100mg	6	034-9183	3,290	S 5 80 POM	r
tub & basket compost	No.3	035-5834	4,140	S 7 30	r	200mg	3	035-5776	3,290	S 5 80 POM	r
velvas	150sq ft.	018-0828	14,640(12)	S 2 15	a	500mg	1	010-9207	32,900(10)	S 5 95 P	r
	300sq ft.	028-1279	16,110(8)	S 3 55	a	CANESTEN 10% VC (Bayer Pharms)					
	600sq ft.	028-1295	14,640(4)	S 6 45	a	pre-filled applicator	5g	007-8600	20,040(6)	S 5 95 P	r
	1200sq ft.	003-4900	12,770(2)	S 11 25	a	CANESTEN-HC (Bayer Pharms)					
	3600sq ft.	028-1329	16,230	S 28 60	a	cream	30g	003-4462	3,100	S 5 46 POM	r
wasp nest destroyer	110g	091-2972	18,040(12)	S 2 65	a	CANNON BABYSAFE (Cannon Babysafe)					
weed pencil	125ml	040-6330	22,470(18)	S 2 20	a	Effective January 01					
BIO-FRIENDLY (Pan Britannica)						feeding spoons	5	003-7911	0,610	S 1 09	a
anti-ant duster	No.1	032-2891	12,770(18)	S 1 25	d	CARBAMAZEPINE (see Epimaz)					
bone meal	1kg	032-2966	14,640(12)	S 2 15	d	CAREX (Cussons)					
	3kg	032-2974	19,970(8)	S 4 40	d	handwash					
	6kg	032-3063	17,480(4)	S 7 70	d	anti-bacterial	250ml	203-7851	6,080(6)	S 1 49	*
compost maker	No.1	032-6215	12,940(12)	S 1 90	d	CHLOROMYCETIN (Parke-Davis Research)					
fish, blood & bone	1kg	035-7210	14,640(12)	S 2 15	d	hydrocortisone ophthalmic					
	3kg	037-1914	19,060(8)	S 4 20	d	ointment	4g	004-9841	8,400(12)	S POM	a
	6kg	037-2102	16,790(4)	S 7 40	d	ophthalmic ointment 1%	4g	004-9874	8,040(12)	S POM	a
house plant foliar feed	200ml	037-2664	11,230(12)	S 1 65	d	Reddrops	5ml	039-1565	13,200(142)	S POM	a
humus	No.1	032-4699	10,550(12)	S 1 55	d		10ml	004-9965	14,160(12)	S POM	a
	No.2	032-5415	13,390(8)	S 2 95	d	CIPROXIN (Bayer Pharms)					
	No.3	032-5803	12,710(4)	S 5 60	d	infusion					
	No.4	016-1224	5,670	S 10 00	d	100mg/50ml		004-3687	10,180	S 17 94 POM	r
insect spray	100ml	032-1935	16,340(18)	S 1 60	d	200mg/100ml		004-4172	19,850	S 34 99 POM	r
lawn food	1ltr	016-0614	13,450(6)	S 3 95	d	CLEARVIEW HCG (Unipath)					
	500ml	016-0598	15,660(12)	S 2 30	d	Effective January 04					
pest & disease duster	No.1	032-1802	17,360(18)	S 1 70	d	pregnancy test kit	20 tests	045-8919	45,320	S	a
pest pistol	500ml	032-2842	22,130(12)	S 3 25	d	COBADEX (Cox Pharms)					
refill	1ltr	037-2748	11,060(6)	S							

PIP code Trade VAT Retail					PIP code Trade VAT Retail						
CODELLA (Seton Healthcare)					black 095-6888						
medicated barrier cream	40g	031-4930	12 240(12)	S 1.79	a	maskara		S 1.35	c		
COMFORTA (International Disposables)					dark sapphire 093-9249, no colour 093-9298, omv 093-8928,						
classic					a	rhinestone 093-9066, sapphire 093-9025			c		
maxi 450 pad	30	041-5117	17 790(8)	S	a	moisture silk make-up		S 1.35	c		
CONVEEN (Coloplast)					a	bronze shimmer 093-7995, gold shimmer 093-7300,			c		
dnr collector	5410	014-6993	5 800(10)	S	a	natural blond 093-8019			c		
extra	5420	092-7350	6 800(10)	S	a	nail polish			c		
net pants	5603	014-7009	0 830	S	a	cream		S 1.35	c		
CORCARD (Sanofi Winthrop)					cerise 094-9420, cinnabar 094-9412, coral craze 094-9461,						
Effective January 01					c	curtain call 094-8661, damson red 094-8901, flame red 094-8778,			c		
tablets					c	heart throb 094-7754, kristal clear 094-8620, monroe red 094-5451,			c		
40mg	28	043-9802	3 760	S	POM	pink cadillac 094-9305, plum paradise 094-9263,			c		
80mg	28	022-4568	5 450	S	POM	pretty in pink 094-7648, raspberry 094-9446,			c		
CORGARETIC 40 (Sanofi Winthrop)					c	spiced amber 094-9479, toffee pop 094-9453, wild clover 094-9438			c		
Effective January 01					c	pearlised		S 1.35	c		
tablets					c	block buster 093-9660, bucks fizz 094-1138, cinema pink 094-1807,			c		
40mg	28	028-1063	5 920	S	POM	damson in distress 094-0122, fovy lady 093-9686, heather 094-2078,			c		
CORGARETIC 80 (Sanofi Winthrop)					c	pillow talk 094-1120, popicle 094-1112, purple haze 094-2086,			c		
Effective January 01					c	scarlett screen 093-9900, soft focus 093-9652,			c		
tablets					c	tangerine dream 094-1294, tickled pink 094-1815,			c		
80mg	28	028-1097	8 470	S	POM	turkish delight 094-1823			c		
COW & GATE (Cow & Gate Nutricia)					c	two tone		S 1.35	c		
specialised formula food					c	candy floss 094-9594, dream factory 094-9511,			c		
MCT oil	500ml	098-9129	87 240(12)	Z	BS	purple rain 094-9586, star struck 094-9487			c		
CREIGHTONS (Creightons Naturally)					c	pressed face powder		S 1.35	c		
Dewberry Range					c	almond beige 093-8803, ivory peach 093-8811,			c		
bath gel	250ml	203-1029	2 640(3)	S 1.59	*	natural blond 093-8795, translucent 093-8787			c		
bath seeds	30g	203-1060	3 240(12)	S 0.49	*	DUOCAL (Scientific Hospital Supplies)					
4 pack	203-1078	5 820(6)	S 1.75	*	Super Soluble						
conditioning shampoo	250ml	203-1037	2 970(3)	S 1.79	*	dietary supplement					
shower gel	250ml	203-1052	6 600(6)	S 1.99	*	DURST (Johnsons Photopia)					
translucent soap	100g	203-1045	3 840(6)	S 1.15	*	colour enlarger					
CUTEX (Rimmel International)					+ TRA 305						
double wear	203-7604			S 4.49	*	M670K	008-8179	287 840	S 379 99	d	
perfect finish					i	enlarger					
cover stick				S 2.99	i	black & white	M370	008-7841	136 340	S 179 99	d
light 203-7554, medium 203-7570, nude 203-7588					i	M670	008-8039	234 820	S 309 99	d	
natural finish					i	DYLON (Dylon)					
compact powder				S 4.49	*	Effective January 01					
champagne finish 203-7455, honey finish 203-7463,					i	cold dye	tin	008-0374	4 830(6)	S 1.42	a
tan finish 203-7471					i	fix	sachet	008-0309	11 440(48)	S 0.42	a
demi-matte foundation				S 4.49	*	colorfun					
natural amber 203-7448, natural ecru 203-7398,					i	fabric painting kits	000-6668	6 780(3)	S 3.99	r	
natural ivory 203-7414, natural rose 203-7422,					i	image maker	017-5687	7 310(6)	S 2.15	a	
natural sable 203-7430					i	dyes multi-purpose	008-0358	4 830(6)	S 1.42	a	
loose powder				S 4.49	*	fabric whitener					
translucent 203-7489					i	& stain remover	4x25g	074-3088	4 930(6)	S 1.45	a
powder blush				S 3.79	i	hand dying					
soft apricot 203-7539, soft cinnabar 203-7521,					i	permanent colour	100g	024-8971	4 340(3)	S 2.55	a
soft coral 203-7547, soft opal 203-7497, soft orchid 203-7513					i	net curtain whitener	3 x 50ml	007-3411	5 400(6)	S 1.59	a
DIALAMINE (Scientific Hospital Supplies)					a	sachets x 2	035-3722	7 830(12)	S 1.15	a	
dietary supplement	200g	019-3920	17 430	S	BS	Pre Dye					
DIAMON DEB (LPB Import Distributors)					d	colour remover	refill	036-6419	4 830(6)	S 1.42	a
foot dresser	021-3850	3 650	S 6.44	d	d	Pre-Dye					
nail files					d	colour remover	50g	017-5612	3 660(3)	S 2.15	a
4in	020-7779	2 040	S 3.63	d	d	shoe colour	014-1408	3 820(3)	S 2.25	a	
6in	020-9148	2 200	S 3.88	d	d	suede shoe colour	021-5285	2 700(3)	S 1.59	a	
8in	020-9155	2 780	S 4.96	d	d	washing machine dyeing					
DICYNENE (Delandale)					c	permanent colour	200g	024-8898	6 890(3)	S 4.05	a
tablets					c	EASI READERS (Optipharma)					
500mg	100	045-2466	22 130	S	POM	reading glasses					
DIMPLES (Linco Impex Ltd)					a	Ascot	000-6080	8 140	S 15.95		
depilatory cream	50ml	018-7419	...	S 1.56	a	ELEMENTAL 028 (Scientific Hospital Supplies)					
	100ml	018-7005	...	S 2.05	a	special diet food	100g	025-8392	3 815	Z	BS
depilatory wax					a	EPIMAZ (Norton H.N.)					
facial strips	021-0336	...	S 2.65	a	a	(carbamazepine)					
hot wax	021-0344	...	S 6.04	a	a	tablets					
leg & body strips	021-0328	...	S 3.43	a	a	100mg	100	201-6301	2 920	S	POM
DIMPLES MOVIE STAR (Linco Impex Ltd)					c	100mg	500	201-6319	14 580	S	POM
blusher				S 1.35	c	200mg	100	201-6335	5 380	S	POM
casablanca 093-8324, cheeky cinnamon 093-8472, fireglow 093-8704,					c	200mg	500	201-6327	26 910	S	POM
high society 093-8381, sunburst 093-8464					c	400mg	100	201-6350	11 710	S	POM
cover stick				S 1.35	c	EPHY (Farillon)					
dark 095-7266, light 095-6912, medium 095-7092					c	ophthalmic solution	7.5ml	008-9359	4 060	S	POM
eyeliner pencil				S 1.35	c	ETHMOZINE (Monmouth Pharms)					
bahamas brown 093-8308, garbo green 093-8027, grey dawn 093-8191,					c	(distributors Farillon)					
midnight black 093-8035, moody blue 093-8076,					c	(moracizine hcl)					
purple rain 093-8043, stargazer blue 093-8092					c	tablets					
eyeshadows					c	200mg	100	203-7661	47 930	S	POM
5 up collection				S 1.35	c	250mg	100	203-7679	59 360	S	POM
heather shades 095-4370, moody blues 095-4412,					c	300mg	100	203-7687	71 600	S	POM
mother nature 095-4586, pink popcorn 095-4362,					c	EXTRA-TAIL (Kalium Pet)					
spice of life 095-4388					c	trigger spray					
duo				S 1.35	c	repellent	1ltr	203-8560	5 850	S	*
blue lagoon 095-3737, bronze tan 095-3158,					c	500ml	203-8552	3 480	S	*	
coffee & cream 095-3034, ebony & ivory 095-4099,					c	veterinary					
forest mist 095-4016, violet lustre 095-3893					c	aerosol					
pencils				S 1.35	c	insecticide/repellent	200ml	020-6847	2 500	S	GSL
black 095-4701, cobalt blue 095-4651, grey 095-4826,					c	veterinary					
jade green 095-6409, light purple 095-5278, oyster 095-4602,					c	finger spray					
pale pink 095-6797, purple 095-6193, sky blue 095-5096,					c	fly repellent	250ml	028-0651	2 030	S	r
soft green 095-6177					c	liquid refill					
single				S 1.35	c	fly repellent	II	028-0461	5 530	S	r
bahamas bronze 095-2630, emerald isle 095-2846,					c	250ml	027-9836	1 750	S	r	
inca gold 095-1194, midnight black 095-1236, mocha 095-1632,					c	500ml	028-0297	3 150	S	r	
pink cadillac 095-0584, plum crazy 095-2218, snow white 094-9602,					c	roll-on					
spiced nutmeg 095-0675, velvet blue 095-2119					c	fly repellent		020-7035	1 060	S	r
kohl eye pencil				S 1.35	c	FLEET (E.C De Witt)					
brown 095-6805, grey 095-6821					c	(sodium acid phosphate 18.1%w/v, sodium phosphate 8%w/v)					
lipliner pencil				S 1.35	c	ready to use enema	133ml	202-7266	0 590	S	1.04 P
broadway bronze 093-6856, dynasty pink 093-6815,					c	FLETCHERS (Pharmax)					
florida fuschia 093-6807, hollywood haze 093-6864,					c	enemas					
panama pink 093-6880, sunset boulevard 093-6823					c	arachis oil	130ml	010-1030	10 070(10)	S	1.89 P
lipshine				S 1.35	c	phosphate 128ml	long tube	010-1071	32 000(50)	S	1.13 P
deep coral 093-7060, golden bronze 093-7235, pearl pink 093-7045,					c	standard tube	010-1055	23 000(50)	S	0.81 P	c
ruby red 093-6914					c	FLETCHERS' ENEMETTE (Pharmax)					
lipstick				S 1.35	c	microenema	5ml	049-1506	3 840(12)	S	0.56 P
amber glow 093-6732, block buster 092-9588, bucks fizz 093-1113,					c	FLICKER (Personna International)					
candy floss 093-1295, cerise 093-2996, cinema pink 093-1501,					c	ladies razor	5	012-2135	14 170(12)	S	1.85
cinnabar 093-4414, classic coral 093-6500, copper tan 093-6773,					c	FLUORETS (Farillon)					
coral tango 093-5882, damson red 093-1832, flame red 093-1378,					c	ophthalmic strips	100	010-2640	5 920	S	P
foxy lady 093-0768, heart throb 093-0776, heather 093-4836,					c	FOSFOR (Chancellor)					
madonna red 093-6534, monroe red 093-0743, pink cadillac 093-2889,					c	Effective January 04					
pink panther 093-0784, pink passion 093-6781,					c	syrup	200ml	010-3556	1 650	S	2.76 SL
plum paradise 093-2681, popicle 093-0792, purple haze 093-5221,					c	GANDA (Farillon)					
purple rain 093-1261, simply red 093-6294, sizzling pink 093-5841,					c	drops 1 + 0.2		016-9532	4 490	S	POM
soft focus 092-9570, star struck 093-0933, summer rose 093-5858,					c	drops 3 + 0.5		032-0861	5 860	S	POM
tangerine dream 093-1543, tickled pink 093-1527,					c						
toffee pop 093-5817, turkish delight 093-5759,					c						
wild clover 093-4398					c						
liquid eyeliner				S 1.35	c						

			PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail		
GARNIER (Garnier)	Synergie													
	daily moisturiser													
	pot													
	daily nourishing cream	50ml	094-4561	20.500(6)	S	d								
	dry skin													
	pot	40ml	013-8685	24.950(6)	S	d								
	gentle cleansing mask													
	sachet	10ml	202-1657	15.710(6)	S	d								
	overnight regenerating cream													
	tube	40ml	073-9540	21.380(6)	S	d								
	protective daily cream													
	pot	50ml	013-8750	24.950(6)	S	d								
	Ambre Solane													
	after-sun skin soother	200ml	039-5129	16.540(6)	S	r								
	Synergie													
	anti-wrinkle cream													
	pot	40ml	013-8990	23.780(6)	S	r								
	tube	40ml	013-8982	19.780(6)	S	r								
	bio-contour eye gel	15ml	020-9023	26.570(6)	S	a								
	daily moisturiser													
tube	50ml	094-4553	11.850(6)	S	r									
daily nourishing cream														
dry skin														
tube	40ml	013-8677	17.010(6)	S	r									
essential care														
pot	50ml	096-3173	23.770(6)	S	a									
tube	50ml	096-3116	19.780(6)	S	r									
eye make-up remover	125ml	098-3924	11.850(6)	S	r									
gentle aqua cleansing scrub	75ml	071-5607	11.850(6)	S	r									
gentle aqua cleansing wash	150ml	013-8594	11.850(6)	S	r									
gentle cleansing mask	50ml	013-8610	11.850(6)	S	r									
gentle cleansing milk	200ml	013-8438	11.850(6)	S	r									
gentle fresh tonic	200ml	013-8545	11.850(6)	S	r									
overnight regenerating cream														
pot	40ml	071-5615	19.780(6)	S	r									
protective daily cream														
tube	50ml	013-8974	17.010(6)	S	r									
GEM (Personna International)														
disposables														
single blades	5	009-6412	13.300(40)	S	0.55	a								
	10	096-6119	32.150(60)	S	0.95	a								
GENERAD (Scientific Hospital Supplies)														
protein supplement	200g	028-2327	20.390	S	BS	a								
GENERAD PLUS (Scientific Hospital Supplies)														
protein supplement	400g	086-3506	11.900	S	BS	a								
for children														
GEMFARY (Nutricia Dietary Products)														
gluten free	150g	038-7985	12.710(12)	Z	BS	d								
biscuits														
HAYMINE (Pharmax)														
Effective January 01														
tablets	10	023-7099	25.810(20)	S	2.29 P	a								
	30	028-3564	31.360(10)	S	5.49 P	a								
INTAL (Eli Lilly Pharms)														
Synercon														
aerosol inhaler	2 x 112 dose	203-1151	32.380	S	57.07 POM	*								
5mg														
INTERPLAK (Bausch & Lomb)														
plaque removal instrument	PP1	085-7011	29.740	S	49.99	d								
home plaque removal instrument														
series 100		203-8586		S	49.95	*								
ISMELIN (CIBA Vision)														
eye drops	5ml	013-4312	1.870	S	POM	a								
KAPITEA (Kaptec Healthcare)														
ear puffy														
silicone ear plugs														
(1 pan pack)	012-4511	1.750	S	a										
(3 pan pack)	012-4545	4.600	S	a										
laryngectomy/tracheostomy														
showers shield	012-4503	9.990	S	c										
neck/chest/														
cravat														
various patterns	012-4693	9.990	S	a										
tracheostomy														
cleansing brushes	pack of 2	012-1996	2.650	S	a									
KINDERGEN (Scientific Hospital Supplies)														
complete nutritional support														
infant/child	400g	087-0121	12.180	Z	BS	a								
KURASHI (JPB Import Distributors)														
eyelash curlers		020-9163	3.500	S	6.13	d								
retills	(2)	020-9197	1.000	S	1.77	d								
twissor tweezer	standard	020-9205	1.950	S	3.44	d								
LEOREAL (L'Oréal)														
Effective January 01														
Emergency														
conditioner	200ml	020-8173	9.880(6)	S	d									
curl/repair		046-7621	18.850(6)	S	d									
curl/reviver	150ml	048-5664	12.990(6)	S	d									
re-moisturiser	150ml	000-0943	12.990(6)	S	d									
shampoo	250ml		9.390(6)	S	d									
normal/dry 051-4430 damaged 051-4448														
styling mousse lum	150ml		12.990(6)	S	d									
extra firm 075-7971 firm hold 077-6047														
Plentitude														
night replenisher														
pot	40ml	040-0283	27.750(6)	S	d									
tube	40ml	039-0881	23.510(6)	S	d									
Rayonnance														
conditioner	200ml	022-2885	9.880(6)	S	d									
intensive re-moisturiser	150ml	022-3339	12.990(6)	S	d									
shampoo	250ml	022-2554	9.390(6)	S	d									
Studio Line														
moistening curls	150ml	046-7779	26.970(12)	S	d									
sleek perfect mousse	150ml	087-0246	26.970(12)	S	d									
Performance														
conditioner	200ml		10.310(6)	S	*									
for coloured hair 203-7406 for permed hair 203-7480														
curl/repair			13.410(6)	S	*									
for permed hair 203-7612														
curl/reviver	150ml		12.990(6)	S	*									
for permed hair 203-7596														
re-moisturiser	150ml		12.990(6)	S	*									
for coloured hair 203-7562 for permed hair 203-7505														
shampoo	250ml		10.310(6)	S	*									
for damaged permed hair 203-7464 for normal permed hair 203-7356														
for normal coloured hair 203-7472														
Plentide														
advanced overnight replenisher														
pot	40ml	203-7620	25.200(6)	S	*									
tube	40ml	203-7638	20.970(6)	S	*									
pure moisturising toner														

PIP code Trade VAT Retail							PIP code Trade VAT Retail							
MINIMS (Farnell)							NORTH (North James)							
artificial tears							<i>Effective January 01</i>							
single dose	20 units	033-4409	5 750	S	P	c	cotton drill gloves	008-7593		S	1 39	a		
single dose eye drops							gummet gloves	PVC 005-6630		S	2 95	a		
amethocaine hyd							knit wrist gloves	019-5172		S	2 69	a		
0.5%	20	018-0414	5 750	S	POM	c	rigger gloves							
1.0%	20	018-0430	5 750	S	POM	c	grey palm	035-0330		S	2 99	r		
atropine sulph							super canadian	035-0306		S	3 99	r		
1.0%	20	018-0455	4 920	S	POM	c	NYSTAFORM (Bayer Pharms)							
benoxinate hyd							cream	30g 018-2097	2 620	S	4.62	POM	r	
0.4%	20	018-0497	4 920	S	POM	c	NYSTAFORM-HC (Bayer Pharms)							
chloramphenicol							cream	30g 019-9612	2 660	S	4.69	POM	r	
0.5%	20	018-0513	4 920	S	POM	c	ointment	30g 019-9653	2 660	S	4.69	POM	r	
cyclopentolate hyd							OESTRADIOL, ORGANON (Organon Labs)							
0.5%	20	018-0562	4 920	S	POM	c	<i>Effective January 01</i>							
1.0%	20	018-0588	4 920	S	POM	c	inplant							
fluorescein sod							25mg	I 020-0246		S	POM	a		
1.0%	20	044-0263	4 920	S	P	c	50mg	I 020-0253	15 970	S	POM	a		
2.0%	20	018-0612	4 920	S	P	c	OLD SPICE (Procter & Gamble (H & B Care))							
gentamicin sulphate							hydrogel jar		17 420(6)	S	4 60			
0.3%	20	013-3843	5 750	S	POM	c	original 073-4145							
homatropine hyd							OLYMPUS (Olympus Optical)							
2.0%	20	018-0653	5 750	S	POM	c	compact cameras							
lignocaine hyd 4.0% & fluorescein sod 0.25%	20	015-6141	6 930	S	POM	c	AF-1 twin	031-1043	110 630	S	129 99	d		
metipranolol							AF-10 super	094-3142	64 000	S		d		
0.1%	20	041-6867	10 190	S	POM	c	AF-10 super QD	098-4153	93 610	S	109 99	d		
0.3%	20	041-6909	11 090	S	POM	c	compact cameras							
neomycin sulph							Trip 10	098-4161	42 540	S	49 99	r		
0.5%	20	018-0711	5 750	S	POM	c	Trip 100	098-4088	34 030	S	39 99	r		
phenylephrine hyd							Trip AF mini							
2.5%	20	037-7192	5 750	S	P	c	with case	098-4112	85 100	S	99 99	a		
phenylephrine hyd							Trip panorama	098-4096		S	59 99	r		
10%	20	018-0737	5 750	S	P	c	OMNISCAN (Nycomed)							
pilocarpine nitrate							vials	10 x 10ml 057-4301	396 000	S		POMHP	a	
1.0%	20	018-0752	4 920	S	POM	c	ONE TOUCH (Inverness Consumer)							
2.0%	20	018-0778	4 920	S	POM	c	<i>Effective January 04</i>							
4.0%	20	018-0810	4 920	S	POM	c	body strip wax	87200 026-1552	1 900	S	2 99	a		
prednisolone phosphate							cream depilatory	87400 026-1677	1 900	S	2 99	a		
0.5%	20	015-5671	5 750	S	POM	c	facial strip wax	87201 025-9002	1 460	S	2 29	a		
rose bengal							roll-on depilatory	025-7691	2 220	S	3 49	a		
1.0%	20	018-0836	5 750	S	P	c	OPAS (Rybar)							
sodium chloride							(distributors Shire Pharms)							
0.9%	20	042-9688	4 920	S	P	c	<i>Effective January 03</i>							
tropicamide							tablets	4 x 20 020-2168	16 320(12)	S	2.40	GSL SL	a	
0.5%	20	015-2702	5 750	S	POM	c	OPAZIMES (Rybar)							
1.0%	20	015-2710	5 750	S	POM	c	(distributors Shire Pharms)							
MIOCHOL (HOLAB)							<i>Effective January 03</i>							
sterile blistered							pastilles	24 008-9029	12 000(10)	S	2.12	PCDI	a	
unival	2ml	023-5291	8 320	S	POMHP	a	ORGANIC PRODUCT COMPANY (Organic Product Company)							
MODIFICATE (Sanofi Winthrop)							massage oil	150ml 007-1498	13 700(6)	S	4 00	a		
<i>Effective January 01</i>							pure essential oil							
injection							basil	10ml 094-9230	4 000	S		r		
concentrate 100mg/ml							bergamot	10ml 094-9545	4 550	S		a		
0.5ml	10	037-8398	48 740	S	POM	r	carrot seed oil	10ml 094-9701	6 950	S		a		
1ml	5	038-8835	47 640	S	POM	r	chamomile (english)	5ml 095-0527	7 500	S		r		
injection 25mg/ml							chamomile (moroccan)	10ml 095-0311	6 000	S		r		
0.5ml	5	018-2592	7 090	S	POM	r	eucalyptus	10ml 094-9743	1 750	S		r		
10ml	1	018-2600	23 450	S	POM	r	geranium	10ml 094-9768	3 350	S		r		
1ml	10	036-4026	24 570	S	POM	r	grapefruit	10ml 095-0212	2 100	S		a		
2ml	5	032-6306	24 210	S	POM	r	jasmim absolute	5ml 095-0592	26 500	S		a		
syringe							juniper berry	10ml 095-0162	5 550	S		a		
1ml	5	018-2618	13 590	S	POM	r	lavender	10ml 094-9917	2 500	S		a		
2ml	5	026-5652	24 630	S	POM	r	lemon	10ml 095-0188	2 000	S		a		
MODITEN (Sanofi Winthrop)							majoram sweet	10ml 095-0279	3 850	S		r		
<i>Effective January 01</i>							melissa	10ml 095-0618	15 000	S		r		
tablets							myrrh	10ml 095-0295	6 000	S		a		
1mg	100	018-2675	5 300	S	POM	r	neroli	5ml 095-0626	26 500	S		r		
2.5mg	100	018-2691	6 630	S	POM	r	orange	10ml 095-0246	1 750	S		a		
5mg	100	018-2717	8 870	S	POM	r	patchouli	10ml 095-0378	3 500	S		r		
MODUL (Scientific Hospital Supplies)							peppermint	10ml 095-0386	2 100	S		a		
Flavour System							rose absolute	5ml 095-0600	20 950	S		r		
dietary foods	100g	028-3796	5 630	S	BS	a	rosemary	10ml 095-0337	2 050	S		a		
MONI (Lorex Pharms)							rosewood	10ml 095-0485	2 850	S		r		
tablets							tagettes	10ml 095-0493	4 500	S		a		
20mg	56	027-5222	4 300	S	P	c	tea tree	10ml 095-0501	5 750	S		a		
20mg	100	000-1230	7 560	S	P	c	OSTOBON (Coloplast)							
MONI LS (Lorex Pharms)							deodorising powder	22g/4750 013-3660	36 700(10)	S		c		
tablets							OUST (Dylon)							
10mg	14	026-5157	0 840	S	P	c	all purpose descake		017-8947	4 930(6)	S	1 45	a	
10mg	56	032-3055	3 370	S	P	c	PAMPERS PHASES (Procter & Gamble)							
10mg	100	022-1390	6 010	S	P	c	disposable nappies							
MONI SR (Lorex Pharms)							ultra thin							
tablets							maxi small pack	14	24 760(9)	Z				
40mg	28	049-0441	10 240	S	P	c	girl 203-4858/boy 203-4841							
MORACIZINE HCl (see Ethmozine)							nudi small pack	16	24 760(9)	Z				
MORBULEN (Secton Healthcare)							boy 203-4866 girl 203-4874							
nappy rash cream	50g	018-4192	12 240(12)	S	1.79	GSL	a	PANTENE (Procter & Gamble (H & B Care))						
350g	018-4200	14 700(3)	S	8.23	GSL	a	intensive conditioner	100ml	13 010(6)	S		d		
MOTIPRESS (Sanofi Winthrop)							dry/very dry 017-4854 permed/coloured/damaged 017-4722							
<i>Effective January 01</i>							shampoo	250ml	12 820(8)	S		d		
tablets	28	016-2297	2 830	S	POM	r	normal 017-2288 permed/coloured/damaged 017-2262					d		
MOTIVAI (Sanofi Winthrop)							shampoo & conditioner							
<i>Effective January 01</i>							in one	200ml	12 820(8)	S		d		
tablets	100	018-5413	3 500	S	POM	r	dandruff 017-2164 normal 017-2056					d		
	500	018-5421	17 160	S	POM	r	permed/coloured/damaged 017-2031					d		
MUCOGEL (Pharmax)							400ml	17 560(6)	S			d		
suspension	500ml	028-3184	19 100(10)	S	3.37	GSL	c	dandruff 017-2023 normal 017-2007				d		
NEO-PLANOTESI 200 (Organon Teknika)							permed/coloured/damaged 017-1983					d		
pregnancy test	tests 30	046-0121	47 000	S	P	a	treatment conditioner	200ml	12 160(8)	S		d		
tests 100	046-0113	76 000	S	P	a		normal/dry 017-2759 permed/coloured/damaged 017-2206					d		
NEO-PLANOTESI DUOCLON (Organon Teknika)							PANTENE PRO-A (Procter & Gamble (H & B Care))							
pregnancy test kit	30	019-0553	37 000	S	a		pro-vitamin							
	100	020-2465	68 000	S	a		shampoo	250ml 047-9451	12 820(8)	S	2 29	a		
NEOCALF (Scientific Hospital Supplies)							shampoo conditioner in one	400ml 047-9543	12 820(8)	S	4 49	a		
special diet food	400g	049-5358	16 410	S	BS	a	treatment conditioner	200ml 048-0327	12 160(8)	S	2 29	a		
NICOTINELL TIS 10 (Zyma Healthcare)							PARAMAX (Lorex Pharms)							
patches	small (7)	090-9358	8 210	S	14.47	PSI	c	sachets	42 045-0825	5 270	S	POM	c	
NICOTINELL TIS 20 (Zyma Healthcare)							tablets	42 045-2813	3 990	S	POM	c		
patches							PATONS (Paton F C)							
+ patient support material	medium (7)	090-9374	8 640	S	15.23	PSI	c	<i>Effective January 01</i>						
NICOTINELL TIS 30 (Zyma Healthcare)							nail colours	008-9193	4 500(12)	S		d		
patches							clear nail polish							
+ patient support material	large (7)	091-5181	9 070	S	15.99	PSI	c	base and top coat	203-7216	5 000(12)	S			
NIMOTOP (Bayer Pharms)							eye make-up remover	150ml 203-7224	6 000(12)	S				
tablets							hair conditioner							
30mg	100	006-2844	38 850	S	68 47	POM	a	thickener	200ml 032-9821	5 000(12)	S		c	
NORCURON (Organon Teknika)							nail bite totem	10ml 005-9212	6 900(12)	S		a		
vials with solvent							nail hardener	10ml 008-9367	6 900(12)	S		c		
10mg	20	030-5177	84 580	S	POM	r	nail varnish pads	30 005-3645	5 700(12)	S		a		
							nail varnish remover	200ml 038-3125	5 000(12)	S		a		
							plastic	130ml 030-3834	4 400(12)	S		a		

	PIP code	Trade	VAT	Retail			PIP code	Trade	VAT	Retail		
PAVLOX (Organon Teknika)							<i>Chocolate 094 4454 strawberries 094 4439</i>					d
ampoules	25	021 1862	16 380	S		POXI	1					d
PIB (Pan Batimica)							ultra pin			5 970	S	8 95
gardeners books							<i>strawberries 094 4447, vanilla 094 4033</i>					d
Be Your Own Greenhouse Expert							fresh royal jelly					
The Bio Friendly Guide		016 0580	13 000 (10)	Z		1.95	capsules					a
gardeners books		032 6710	13 000 (10)	Z		1.95	150mg	30	032 9219	2 260	S	3 99
expert range							150mg	120	032 9110	7 290	S	12 85
home 050 0926							health supplements					a
The Arman Book of The Garden							Co 1 enzyme Q10					a
							capsules					a
The House Plant Expert		028 3705	17 980 (3)	Z		8.99	15mg	30	041 2957	3 490	S	6 15
		059 7229	46 600 (10)	Z		6.99	30mg	30	203 1672	4 760	S	8 49
PISTAX (Pentax)							enzymic digest					a
compact cameras							tablets	90	018 0034	2 430	S	4 29
zoom 60 X		024 9797		S		169 99	gamma LPA					a
compact cameras							capsules					a
zoom 70 R		024 8054		S		169 99	1000mg	45	032 1794	2 070	S	3 65
lens cleaning cloths	10	025 2056		S		2 99	1000mg	90	014 2604	3 910	S	6 89 SL
PEPITE (Scientific Hospital Supplies)							kyolic high potency 100					a
0 2							tablets					a
spectral diet food	400g	049 5457	10 390	S		BS	300mg	45	032 1208	3 340	S	5 89 SL
2+							300mg	90	032 1240	5 360	S	9 45 SL
spectral diet food	400g	049 5465	10 390	S		BS	kyolic high potency 102					a
MC 1 0 2							tablets					a
spectral diet food	400g	049 5473	11 430	S		BS	350mg	45	041 4466	3 850	S	6 79 SL
MC 1 2+							350mg	90	041 4698	6 350	S	11 19 SL
spectral diet food	400g	049 5481	11 430	S		BS	kyolic high potency 404					a
PEPTO-BISOL (Procter & Gamble (H & B Care))							tablets					a
liquid	120ml	045 5576	20 520 (12)	S		2.69 PSI	100mg	60	049 1753	1 790	S	3 15
PERSONNA (Personna International)							100mg	120	049 1779	3 290	S	5 79
disposables extra							kyolic liquid	60ml	041 4706	8 940	S	15 75
twin blade (previa)	5	042 7906	9 600 (12)	S		1 35	non-dairy acidophilus					a
disposables							capsules					a
twin blade												a
fixed	5	019 9992	12 580 (20)	S		1 09	siberian ginseng					a
pivot	10	020 0055	21 750 (20)	S		1 85	capsules					a
	5	020 0097	12 580 (20)	S		1 09	300mg	45	020 5930	2 430	S	4 29
	10	020 0519	21 750 (20)	S		1 85	super gamma oil marine					a
lady shavers	5	030 8858	14 400 (40)	S		0 65	capsules	30	032 1588	2 260	S	3 99
razors								90	032 1729	5 820	S	10 25
sensitive skin	5	086 0544	14 900 (40)	S		0 69	unbleached lecithin					a
skinse	5	086 0510	7 750 (12)	S		1 09	capsules					a
PHYTEX (Pharmex)							1200mg	45	026 3681	1 960	S	3 45
panit	25ml	018 1230	12 900 (10)	S		2.27 P	herbal capsule range					a
PLAVIL (Plamil Foods)							cascara & rhubarb	90	041 8087	3 040	S	5 35
confectionary							formula leverlet	90	041 8913	2 260	S	3 99 SL
carb bar							valerian	90	041 8434	3 040	S	5 35
no added sugar	100g	025 1223	10 800 (18)	S		0 94	lactase					a
plan	100g	025 1199	10 230 (18)	S		0 89	tabs	30	094 3969	2 980	S	5 25
with hazelnuts	100g	025 1231	10 800 (18)	S		0 94		90	094 4421	7 140	S	12 59
with orange	100g	029 5477	10 230 (18)	S		0 89	minerals					a
chocolate bar	100g	029 5709	13 100 (18)	S		1 14	balanced ratio cal-mag					a
with hazelnuts	100g	010 2574	13 440 (18)	S		1 17	tablets	30	009 4888	1 530	S	2 69 SL
with mint	100g	029 5907	13 100 (18)	S		1 14		90	041 1264	3 340	S	5 89 SL
chocolate egg	65g	029 5949	8 960 (12)	S		1 17	multiminerals					a
maitellu	085 5965	13 100 (18)	S			1 14	tablets	60	009 9226	3 800	S	6 69
desserts							synergistic bionut					a
rice pudding with saltans	1551/2oz	024 9540	8 010 (12)	Z		0 89	tablets					a
avonies							5mg	60	014 2356	1 470	S	2 59 SL
pease pudding with mace	1551/2oz	024 9557	5 490 (12)	Z		0 61	synergistic non					a
soya milk							capsules					a
concentrated	420ml	024 8112	8 460 (12)	Z		0 94	25mg	30	019 7434	1 580	S	2 79 SL
ready to use	500ml	024 8096	8 730 (12)	Z		0 97	25mg	90	020 9502	3 800	S	6 69 SL
sugar free	1lb	024 8401	8 730 (12)	Z		0 97	synergistic magnesium					a
spreads							tablets	30	057 2701	2 070	S	3 65 SL
carb	175g	024 8476	4 550 (6)	Z		0 99	synergistic selenium					a
veeze	135g	024 8450	4 500 (6)	Z		1 00	capsules	30	019 7442	1 580	S	2 79 SL
POSSIAN (Parke Davis Research)							synergistic zinc	90	021 5053	3 800	S	6 69 SL
paediatric suspension							tablets	30	019 7459	1 360	S	2 39 SL
50mg/5ml	125ml	042 4812	40 440 (12)	S		POXI		90	021 5079	3 210	S	5 63 SL
PORTA (Porta Products)							natural amino acids					a
mosquito repellent	051	009 0134	3 620	S		5 99	amino complex					a
replacement tablets	052	009 0282	1 520	S		2 99	capsules					a
PRE-DESELY (Pharmex)							500mg	45	014 6357	2 410	S	4 25
enema long tube	100ml	010 1089	9 450 (7)	S		2.38 POXI	500mg	180	014 6654	7 860	S	13 85
enema short tube	100ml	016 1497	8 000 (10)	S		1.41 POXI	1 arginine					a
PREG-NOSPIL DOCTON (Organon Teknika)							capsules					a
pregnancy test	30	009 7626	48 000	S			500mg	30	041 6719	2 550	S	4 49
PREG-NOSTRICON 'M' TEST (Organon Teknika)							1 cysteine					a
pregnancy test kit	30 tests	007 7354	46 000	S			capsules					a
kit pack		007 8147	9 000	S			500mg	30	041 6776	4 450	S	7 85
PRE-GSTIK (Organon Labs)							1 glutamine					a
Effortive Laminar Oil							capsules					a
pregnancy tests	10	030 8866	20 000	S			500mg	90	041 7618	2 830	S	4 79
PRICES (Prices Camille)							1 lysine					a
canolic							capsules					a
food warmers	6	096 8461	5 520 (18)	S			500mg	30	031 5705	1 640	S	2 89
household							1 coenzyme					a
refill	6	096 8438	6 840 (12)	S			capsules					a
night lights							500mg	30	041 9473	3 660	S	6 45
scintinel	6	002 8910	34 080 (48)	S			1 phenylalanine					a
wax tapers	225g	096 8446	12 780 (6)	S			capsules					a
PRYME (Lanibon)							500mg	30	041 8335	3 660	S	6 45
refill pack		000 4572	4 880	S		7 46	1 tyrosine					a
PRYME CARE (Lanibon)							capsules					a
tablet							500mg	30	041 8939	3 040	S	5 47
for soft & gas permeable lenses							pine cool liver oil					a
	8	009 6552	2 160	S		3 28 SL	capsules					a
	16	000 4507	3 280	S		5 58 SL	1000mg	30	094 3894	1 560	S	2 75
PRYME CLEAN (Lanibon)							1000mg	90	094 3597	3 400	S	5 99
cleaning solution							apoints supplement					a
for soft lenses	10ml	009 6644	1 120	S		1 75 SL	amino complex					a
PRYME SOAK (Lanibon)							tablets					a
oaking solution							BC VAS	60	014 4790	4 740	S	8 35
for soft lenses	120ml	009 6685	2 490	S		3 81 SL	capsules	60	014 3644	6 440	S	11 35
QUEST (Quest Vitamins)							Electro C & Nutsweet					a
Effortive Laminar Oil							replacement drink					a
beta carotene							33 servings	180g	049 9517	4 400	S	7 75
capsules							enzyme plus					a
15mg	90	094 4413	4 530	S		7 99 SL	tablets	60	014 6100	2 350	S	4 15
herbal capsule range							ultra carbo	500g	014 3560	4 900	Z	7 35
formula 2	90	036 4554	2 890	S		5 09	vitamins					a
formula 5	90	041 8053	2 890	S		5 09	V & D					a
formula 9	90	041 8608	2 890	S		5 09	capsules	90	009 3609	1 790	S	3 15
pine cool liver oil							B12					a
capsules							capsules					a
260mg	100	094 4025	1 270	S		2 26	500mg	30	041 0522	1 700	S	2 99
260mg	200	094 4017	2 270	S		5 99	Bo					a
apoints supplements							tablets					a
ultra gam	500g		5 530	Z		8 29	50mg	60	031 5846	1 580	S	2 79

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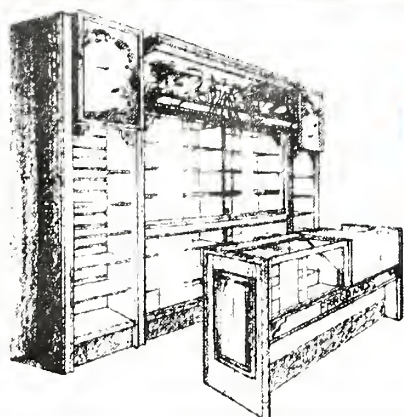
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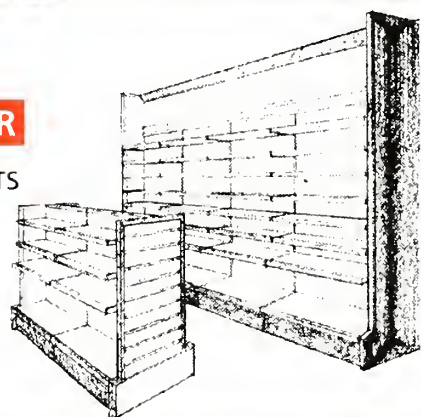
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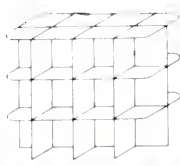
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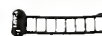
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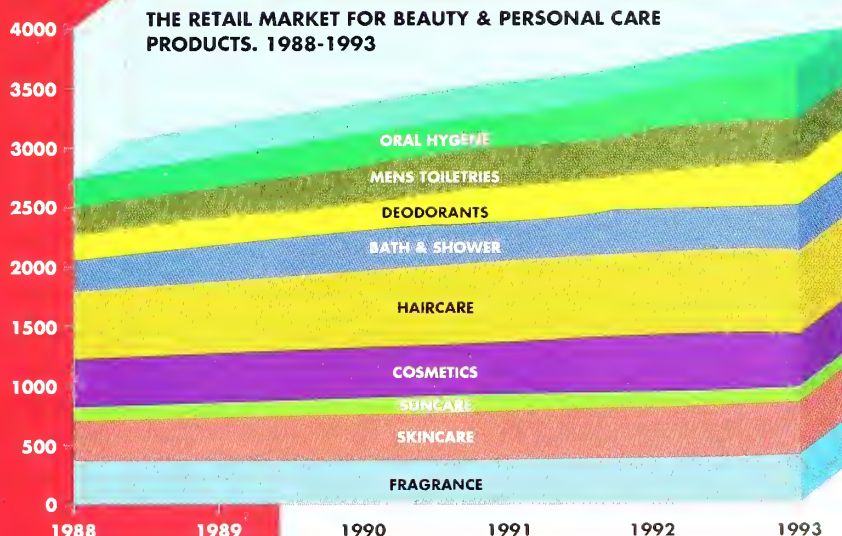
From Benn Publications, publisher of Chemist & Druggist and Beauty Counter, and the leading publisher for the health & beauty industry

The retail market for fragrances, cosmetics and toiletries will be worth over £3.6 billion in 1993. The total market has closely followed UK economic trends, suffering from the depths of recession in the early years of the 1990s, but showing signs of recovery since 1992.

The Benn Beauty & Personal Care Report combines the latest research data with an in-depth review by specialist market analysts and detailed forecasts of expected market trends. It identifies the current high growth products, the brand leaders, the major advertisers and key distribution trends for all sectors as the industry begins gradual recovery from the harsh years of recession.

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**FULL MARKET
FORECASTS TO THE
YEAR 2000**



HIGHLIGHTS

- ◆ **Top Growth Products of 1993**
- ◆ **Recession-Resistance in Toiletries**
- ◆ **Growth of Multi-action Products**
- ◆ **Increasing Male Demand**
- ◆ **The Impact of Boots, the Body Shop and Private Label**
- ◆ **The MMC and Fine Fragrance Distribution**
- ◆ **Developments in The European Market**
- ◆ **The Strategies of the Global Leaders**
- ◆ **Marketing in a Low Growth Decade**
- ◆ **The Influence of Demographic Change**
- ◆ **Product Category Growth to 2000**

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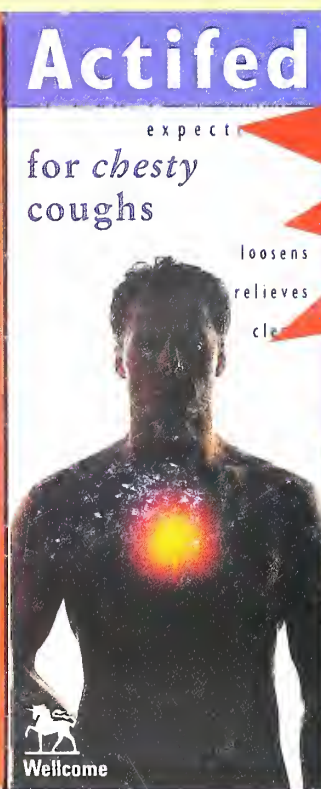
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